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THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 184

November 20, 1965

No. 4475

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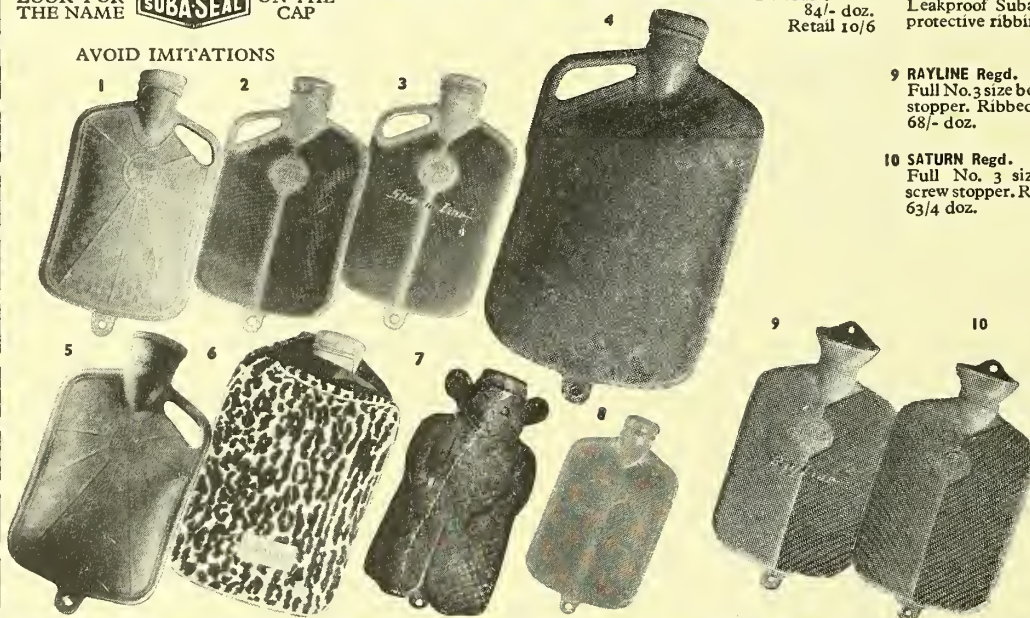
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The CHEMIST AND DRUGGIST

Volume 184

NOVEMBER 20, 1965

No. 4475

A New Wholesale Body

NATIONAL ASSOCIATION SET UP BY A.B.P.I.

A NEW organisation of pharmaceutical wholesalers has been set up under the title "National Association of Pharmaceutical Distributors."

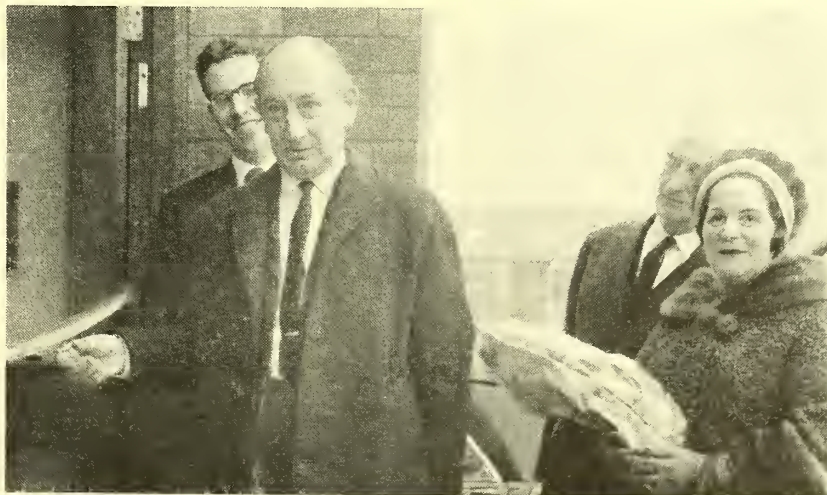
Decision to do so was taken at a meeting held in London on November 10 attended by members of the wholesalers division of the Association of the British Pharmaceutical Industry and of the regional associations of wholesalers. The new organisation commences operations on January 1, 1966. Initially its offices will be at Mercury House, 195 Knightsbridge, London, S.W.7 (the headquarters of the A.B.P.I.). A constitution approved at the meeting provides for a council of twelve members. Until the Council is elected early in 1966, the steering committee appointed at a previous meeting will be responsible for directing the affairs of the new association. Mr. E. R. Leaver, F.P.S., has been appointed secretary. He takes up his duties on January 1, 1966. First move to form the new body was made in May (see *C. & D.*, June 5, p. 573).

Disposable Syringes

ROUTINE FOR SUPPLY TO DOCTORS

THE Ministry of Health and the Scottish Home and Health Department have announced the routine whereby general medical practitioners obtain supplies of disposable syringes free of charge for treating National Health Service patients. Syringes are to be supplied in two sizes: 2-mil and 10-mil. Two sizes of needles (25 SWG, $\frac{5}{16}$ in., and 21 SWG, $1\frac{1}{2}$ in.) are also to be supplied. Contracts have been negotiated centrally with manufacturers who will be delivering supplies in bulk to Executive Councils. The bulk supplies comprise sealed cartons, suitable for transmission through the post, containing either 100 2-mil or twenty-five 10-mil syringes and 100 $\frac{5}{16}$ -in. or 100 $1\frac{1}{2}$ -in. needles. The sealed carton is the unit to be issued to doctors, smaller quantities of each not to be supplied. Before December 1, general practitioners are being asked to notify to the Executive Council their estimated requirements of syringes and needles for the first three months of the scheme, based on rates of use for National Health Service patients in the past. Sufficient supplies are expected to be available to enable issues to general practitioners to commence in the week beginning December 13. Doctors are asked to give fourteen

days' notice when requesting further supplies. It is pointed out that the plastics materials from which disposable hypodermic syringes are manufactured react to some extent with paraldehyde. As a precautionary measure each syringe container carries the warning "Not suitable for use with paraldehyde." Giving the information in the *ECS Medical Circular*, No. 28/1965, the Scottish Home and Health Department state that Executive Councils "may wish to inform the Local Pharmaceutical Committee of the arrangements, so that local chemists who have supplied disposable syringes to general practitioners in the past may be made aware of the new scheme." The Department also points out that the cartons in which the syringes and needles are packed are designed to withstand transmission through the post without further packing or wrapping. Councils are advised that they should not enter into arrangements with "contractors, their agents or any firm dealing in medical supplies for the direct delivery of syringes and needles to doctors, and that "any approaches made to the Council offering such arrangements should be reported immediately to the Department."



FORMAL OPENING: By cutting a ribbon across the entrance to new premises in Manchester for Macarthy's, Ltd. (see p. 507), Mr. H. Steinman (treasurer of the Pharmaceutical Society) performs the ceremony that symbolises the formal opening of the depot.

Opium Preparations

CONTROLS EFFECTIVE JANUARY 1, 1966

THE Single Convention on Narcotic Drugs, 1961 (which the United Kingdom ratified in September 1964), provides for increased control over the production of, trade in, and use of, opium. The Home Office now reminds those concerned that opium is listed in Schedule I to the Convention and is subject, in all its forms, to the controls applicable to narcotics generally. In addition to special controls over production it is now obligatory for the United Kingdom, as party to the Convention, to furnish to the United Nations estimates and statistics relating to opium, as to other narcotics in use. The 1931 Convention definition "preparations made from opium containing more than 20 per cent. morphine" has not been retained in the Single Convention. To meet the new international obligations in respect of estimates and statistics, it will be necessary, with effect from January 1, 1966, for:—

- (i) all extracts and tinctures of opium, and all preparations of which opium forms the basis, including Omnopon, papaveretum, etc., to be:—
 - (a) recorded under the heading of raw or medicinal opium, as appropriate, and
 - (b) entered in statistical returns accordingly, the quantity of drug being recorded, as at present, in terms of the anhydrous morphine content of the opium.
- (ii) persons dealing in opium, or in any extract or tincture of opium, or in any preparation of those substances, to be

licensed to do so, except that persons dealing only in preparations falling within Part II of the Schedule to the Dangerous Drugs Act 1965 may, instead, be registered with the Home Office.

Persons hitherto trading in opium preparations under cover of morphine licences are requested to apply for licences permitting dealings in opium to the Under Secretary of State, Home Office (E.4 Division), Whitehall, London, S.W.1. If the morphine licence held is not required to cover other dealings than those in opium preparations, it should be surrendered and will be exchanged for a licence covering dealings in opium without payment of a further fee. Where a licence for opium is required additional to the licence for morphine, the usual fee for the opium licence will be payable. Applications for registration, for which no fee is charged, should also be made to the Under Secretary of State.

Price Rises

"EARLY WARNING" LIST PUBLISHED

A WHITE Paper (Cmnd. 2808) presented to Parliament on November 11, contains a provisional list of over eighty lines for which manufacturers will be required to give at least one month's notice to a Government Department before introducing higher prices on the home market. Included in the list are: Jams and marmalade, chocolate and sugar confectionery, condensed milk, soft drinks, processed coffee, spirits, cash registers, nitrogenous fertilisers, household soaps and detergents, glass jars and bottles and oxygen. The White Paper follows the Government's intention announced about two months ago that they intended to seek statutory power to introduce a compulsory "early warning" system for prices and incomes. In its introduction, the Paper states that some delay is inevitable before legislation can be enacted and arrangements on a non-statutory basis are, therefore, described in order to get a scheme working so soon as possible.

Second Fire at Works

REBUILT FACTORY BADLY DAMAGED

A FIRE on November 15 at Winthrop Laboratories, Fawdon, Newcastle-upon-Tyne, the manufacturing unit of Bayer Products Co., and Winthrop Products Co., caused extensive damage to the new raw materials warehouse. No damage was caused to any other areas and production facilities are in no way affected, states the company. The warehouse had only recently been completed to replace one destroyed by a fire in December 1964. It was stated in a Parliamentary written answer in July (see *C. & D.*, July 31, p. 115) that the 1964 fire was one of the most costly of the year. The estimated loss was over £1.4 millions. Inquiries failed to establish the cause of the fire.

Soap Sales Promotion

"SPECIAL OFFERS" FAVOURED

BY appearing to respond more readily to "special offers" and premiums than to small but permanent price reductions or greater value for money, the housewife encourages companies to

compete through advertising and promotions, according to a "Retail Business" report of the Economical Intelligence Unit. Around 57,000 tons of soap is used in the United Kingdom each year, equivalent to about 680 million small tablets or twelve to thirteen tablets per year per person. In value terms the market in 1964 is estimated at £27 millions at retail prices. Synthetic detergent bars account for around 18 per cent. of the United States toilet soap market, but have made little headway in Great Britain. Their high price, and suspicion on the part of the housewife, are cited as factors in their poor performance.

"Smaller" Manufacturers

POLICY STATEMENT BY NEW SOCIETY

THE Society of Independent Manufacturers, formed earlier this year to represent the smaller manufacturer, held its first general meeting on November 17. Among the aims in a policy statement are: The Society is opposed to any extension of State, municipal or other forms of nationalised commerce; it believes that full efficiency of production, and with it competitive power in overseas markets, depends on a balanced home and foreign trade; and in multi-lateral free trade; S.I.M. also approves the free-market situation created by the abolition of resale price maintenance but recognises that exceptional cases may exist where R.P.M. is essential in the interests of consumer and producer.

Chemists' Retail Sales

BOARD OF TRADE STATISTICS

THE index of retail sales by chemists and photographic dealers in September was 114 (average monthly sales in 1961=100), an increase of 2 per cent. over the same period a year earlier. Figures recently issued by the Board of Trade also reveal the following indices for the month:—

Independent retailers	112 (-2 per cent.)
Multiple retailers	118 (+7 per cent.)
Co-operative societies	104 (no change)

The figures do not allow for receipts under the National Health Service.

Dangerous Drugs

AUTHORITIES RESTORED TO A DOCTOR

THE Home Office announce that the authorities to possess, supply and prescribe dangerous drugs have been restored to Dr. Richard Frederick Whyte. The authorities were withdrawn in 1962 when Dr. Whyte's registered address was 17 Lansdowne Road, West Didsbury, Manchester 20.

[The list in the *C. & D.* Diary and Year Book, p. 247, should be amended —EDITOR.]

SCOTTISH NEWS

N.H.S. Payments

ARRANGEMENTS FOR REIMBURSEMENT

NEW arrangements for making advance payments to chemist contractors in Scotland under the National Health Service have been agreed. Chemists may, if they wish, be paid in the first three days of the month an advance of approximately 80 per cent. of the

amount to be paid to them for prescriptions submitted for pricing in the previous month. The balance (approximately 20 per cent.) is to be paid in the first three working days of the following month, along with the 80 per cent. advance for that month. The new arrangements are to operate from December 1, when the advances are being paid for prescriptions submitted for pricing in November (normally those dispensed in October). In December and subsequent months chemists are being asked to send to the Executive Council, a copy of form EC34, and the number of prescriptions shown on the form is being used by the Council to calculate the advance due at the beginning of the following month. The amount of the advance is based on a notional price per prescription, the total being rounded off to the nearest £. If a copy of form EC34 is not supplied to the Council by the contractor, payment of the advance may be withheld. If, in an area in which the Local Pharmaceutical Committee has decided that payments should continue as at present, a chemist asks the Council if he may be paid advances, the Council may, at its discretion, agree to do so. Similarly, a chemist who, in an area in which the local pharmaceutical committee has decided to pay the advances, wishes to be paid on the old basis, may be paid by the Council in that way. A description of the new scheme by the Scottish Home and Health Department is given in the Executive Council's *Pharmaceutical Circular*, No. 14/1965.

Agricultural Research

COUNCIL'S REPORT FOR 1963-65

PROGRESS in many fields of animal and plant research is summarised in the report of the Agricultural Research Council for the years 1963-65 (H.M. Stationery Office, price 8s.). The microbiology department of the Animal Diseases Research Association has been studying Johne's disease and has shown that its early development takes place in the intestinal mucosa or the mesenteric lymph nodes. The causal organism, *Mycobacterium johnei*, has been fractionated chemically and from cross-sensitivity tests has been shown to be antigenically closely related to *M. tuberculosis* var. *avium*. A mixed haemagglutination test has been developed, as have fluorescent antibody techniques which give promise of an efficient blood diagnostic test. A development in successful application of artificial insemination in the pig is recorded. Work at the unit on reproductive physiology and biochemistry, Cambridge, has been concerned with "synchronisation" of oestrus cycles so that as many able for A.I. on the same day. It has been established that oral administration of a non-steroid compound (ICI-33828) to mature gilts results in complete inhibition of ovulation and that following withdrawal of the drug, oestrus and ovulation occur five to seven days. A method of synchronising cycles for a "batch farrowing" system should therefore be possible.

IRISH BREVITIES

THE REPUBLIC

At a recent meeting of the Pharmacy branch of St. Joseph's Young Priests' Society it was decided to issue envelopes to help in the collection of members' subscriptions. The branch stresses that the co-operation of members is sought owing to increasing pressure of time on collectors. The annual meeting is being held at 23 Merrion Square, Dublin, at 8 p.m. on January 11.

The Minister for Health (Mr. O'Malley) told Mr. Crowley (*Fianna Fail*) in the *Dail* on November 10 that steps to set up a drug advisory body were now being taken by his Department. He told Dr. O'Connell (Labour) who asked were it not an unnecessary expense for a small country since they could avail themselves of the British, American and Continental drug advisory bodies, that he thought his decision was a correct one.

NEWS IN BRIEF

THE benefits and contributions of the National Insurance and Industrial Injuries Schemes are explained in simple terms and in a handy form in the latest issue of "Everybody's Guide to National Insurance," price tenpence.

IMPERIAL Chemical Industries, Ltd., have offered the universities a five-year renewal of their research fellowship scheme when it expires in 1968, the new universities and the colleges of advanced technology currently acquiring university status are included for the first time.

THE supplies secretary of the Save the Children Fund (Mr. J. K. Bardall) says in a letter to the *Lancet* (November 13) that if it is possible for the Fund to benefit from unwanted drug samples, particularly ones that could be used for children by doctors overseas, the Fund would be very grateful.

THE Ministry of Health has introduced a standard Dangerous Drugs Register for use in hospitals. The register consists of a sturdy binder, bound books of 12 pages for recording receipts, bound books of 48 pages for recording issues together with guide cards. The binder is designed to hold eight issue and two receipt books.

THE report of a World Health Organization expert committee on nutrition and infection has been published as No. 314 in the W.H.O. technical report series (H.M. Stationery Office, price 3s. 6d.). The committee urges that the interaction between malnutrition and infection should be regularly taught to doctors, nurses and health workers, and should form part of health education for the public.

THE Minister of Health (Mr. Kenneth Robinson) has sent to all lord mayors, mayors and chairmen of councils that are local health authorities or have delegated health functions, a letter urging all local health authorities that have not already done so to arrange for the necessary fluoridation of their water supplies. The Ministry has also issued a revised booklet on fluoridation.

TOPICAL REFLECTIONS

By Xrayser

Prescription pricing

I am indebted to your correspondent Mr. Raymond Hutchinson for bringing to my attention details of a letter published in the *Sunday Express* under the banner headline "I am beginning to wonder about our chemists." (Some little time ago, when prices were raised yet again, I began to wonder about our Sunday newspapers, and decided to delete the *Sunday Express* from my regular list.) It appears that, over a period, a reader of that newspaper was charged what were described as "wildly" different prices for a private prescription. They ranged, it was alleged, from 5s. 3d. to 12s. 6d. It seems that the *Sunday Express* took the prescription to the Ministry of Health, and was informed from that source that the Government would have paid the chemist 3s. 10d. I note, from the report of the November meeting of its Council, that the Pharmaceutical Society has politely told the Government department concerned to mind its own business. The fact must not be overlooked that a contract for goods and services on a large scale involves hard bargaining, and the Ministry has shown that it is not unaware of that fact. It has been made clear, by various surveys, that quite a large number—the figure escapes me but is not important—of prescriptions per month must be dispensed on National Health terms, otherwise the work is not economic. There is, therefore, no point in considering the Ministry's 3s. 10d. alongside the charge made for a private prescription. The transactions bear no relation to each other. Not knowing the details of the prescription, I am not in a position to comment one way or the other as to the justice of the prices mentioned.

Cost of drugs

Many factors enter into the accurate pricing of a private prescription today. It is no longer a matter for unscientific guesswork. In these days, when by far the majority of prescriptions are valued by a professional pricing bureau, there are pharmacies to which the private prescription is almost a complete stranger, arriving like a visitor from another planet. In such cases there may be a tendency to fix a price on goods and services in a haphazard manner without bearing in mind that conditions have changed greatly since pricing could be casually done. There is, of course, the Society's own recommended scale of professional fees, which should be carefully studied. But there is another factor that must be considered with the greatest possible care, and that is the present-day cost of drugs. There have been increases of quite sensational dimensions in the cost of such items as quinine and bismuth—two that have been high-lighted because of their dramatic rise. It is essential, therefore, not only to take those facts into account when a new private prescription wings its way in from outer space, but to make certain that the family favourite that has been repeated with faith and loyalty since 1909, is handed over to the customer at a price that makes due allowance for the fact that this is now 1965. Those are only the sensational increases. Practically every purchase of drugs and galenicals discloses a rise in price over the previous purchase, and that, in turn, was higher than its immediate predecessor. It is probably true to say that, in general, more private prescriptions are under-priced than overcharged. The need for a careful assessment of true value was never more pressing.

System

And what of the future? With increasing use of the manufactured speciality, the demand for drugs and galenicals diminishes. There has already been a "rationalisation," to use the current description, in manufacture, and the cost of production is necessarily higher on the smaller quantities now being manufactured. Appearances suggest that that position is not at all likely to change for the better, and costs inevitably will go on increasing. That affects the retail price of drugs, whether used in dispensed medicines or sold over the counter. An up-to-date list of drug prices is therefore essential, as is also a system of charges that would assist in securing the kind of uniformity enjoyed by the Sunday newspapers.

IRISH PHARMACEUTICAL STUDENTS

Association's annual meeting

AN appeal to the incoming council of the Irish Pharmaceutical Students' Association to develop the international student-exchange scheme was made by the Dean of the College of Pharmacy (PROFESSOR R. F. TIMONEY) when he spoke at the Association's annual meeting in Dublin recently. If possible, he said, students should acquire experience in European pharmacies and every opportunity should be made to enable overseas students to come to Ireland.

Professor Timoney, who was proposing the adoption of the president's report, said he would be glad to help the Council in discussing the possibility of arranging for third-year students to participate in a German academic exchange. The scheme would include visits to factories and colleges in Western Germany. The minimum number of students accommodated would be twenty. He told the Association it had been doing valuable work since its foundation, though he regretted that the majority of students when they qualified appeared to lose interest in its activities. The Association's report was "a record of considerable achievement," and he congratulated the Association on having attained its twenty-first birthday. He was impressed by the way the Association had organised the international students' congress in September.

MR. CHRISTOPHER O'CONNOR (a member of the College teaching staff) seconded. He hoped the students would be successful in their efforts to re-establish the Gaelic football team. In his report as the president, MR. PATRICK HOGAN said that the Association was the only body recognised by the college authorities as representing the students. During the year six applications had been received from overseas students under the exchange scheme but only one had been accommodated. The pharmacist had been so satisfied that he had offered to take another student this year.

The report of the treasurer (MR. DERMOT CAHILL) disclosed that income had exceeded expenditure by £66 16s. during the year. Membership, at 116, showed a big increase.

Future Leaders

The president of the Irish Pharmaceutical Association (MR. ERIC BURRELL, proposed adoption of the report. He hoped the excellent liaison between the two associations would continue. "You will be the future leaders of pharmacy," he told the students, "and on you will rest a big responsibility. I know you will not be found wanting."

MR. JIM MORGAN (chairman of the congress reception committee) reported on the international conference. He asked all students to support I.P.S.F., whose members—"dedicated young pharmacists and students"—were doing great work in breaking down national barriers.

MR. VINCENT CRONIN (treasurer, I.P.S.F.), said the total cost of holding the congress in Bray had been £7,805, of which £5,070 had been contributed

out of Federation funds. The appeal for funds to help meet expenses of the congress had realised £165. MR. T. R. MILLER (treasurer, Pharmaceutical Society of Ireland), proposing the adoption of the report, said he could only marvel at the successful manner in which the Association had tackled the onerous task of organising the congress. It was an honour for Ireland to be the

ABORTIFACIENTS SURVEY

Call for new legislation

PHARMACISTS were among shoppers visited by members of the Birmingham group of the Abortion Law Reform Association, says a "Survey of Abortifacients," published by the Association recently. Two female and one male shoppers made approaches for preparations with possible abortifacient action.

The women asked first for "something to bring on a delayed period." They became more explicit during the conversation and later in the survey asked for specific remedies. The man asked for something to bring on his girl friend's late period. Forty shops were visited, mostly in London and Birmingham. Of twenty chemists three had nothing to offer. At seventeen "rubber goods" shops five could offer nothing. Of three herbalists one offered nothing. Chemists, says the report, offered a greater variety of preparations. "The total number of shops visited was small in relation to the number which should be visited, but nevertheless we felt a definite pattern emerged permitting some tentative generalisations." Among the authors' conclusions is that the taking of allegedly abortifacient tablets is wide-

spread; that a euphemistic language of "bringing on a delayed period" is often used, but "it is usually obvious in context that this means procuring a miscarriage, and this soon becomes explicit in conversation with certain retailers"; that the tablets usually have no effective abortifacient function and are sold at a higher price than for an equivalent "patent" medicine for other bodily functions, and that there is some risk of drug-induced teratogenicity, particularly with large doses, added to the risk of poisoning the mother.

The report recommends that "where a demonstrable conspiracy between the retailer and manufacturer exists to exploit . . . unwillingly pregnant women . . . the police should be pressed to take action. If this action is not forthcoming we would recommend the introduction of new legislation to outlaw the sale of these "female remedies" except on prescription."

An appendix lists preparation bought, manufacturer, price and constituents. A second appendix contains an appraisal of the preparations by Drs. D. F. Hawkins and A. Herzheimer.

BRANCH EVENTS

PLYMOUTH EX-STUDENTS

Growing Bond With Bristol

ADDRESSING the second annual reunion of Plymouth School of Pharmacy students in Plymouth on October 24, PROFESSOR D. A. NORTON (head of the school of pharmacy, Bristol College of Science and Technology) drew attention to the great advances made in pharmacy in recent years and to the new University at Bath, at which one of the main faculties will be that of pharmacy. He regretted the passing of the old school at Plymouth, but with the rising costs today the pattern was inevitable, he said. He stressed the co-operation existing between Plymouth and Bristol and said he felt that the bond of pharmacy between the two cities would grow stronger. He deplored the condition of road communications in the South-west. Later, the Lord Mayor of Plymouth (ALDERMAN P. O. PASCHO) gave details of the importance of the South-west to the economy of the country in general. MR. E. W. CHANTER (chairman) appealed to the public to turn out their medicine cabinets and return all surplus and unwanted drugs to the local

pharmacist for destruction, and MR. A. G. M. MADGE (secretary) stated that arrangements have been made for the "Medicines with Care" exhibition to visit Plymouth in June. The Lord Mayor would officially open the exhibition. MR. F. MURLEY proposed the toast to "The Old School" and referred to its glory and achievement.

BLACKPOOL

From Dinner to Breakfast

THE president of the Blackpool Branch of the Pharmaceutical Society (MR. A. S. SMITH) and Mrs. Smith received 270 guests at the Branch annual dinner held at the Norbreck Hydro on November 10. The committee gave Mr. and Mrs. Smith a battery clock. Mrs. Smith's bouquet was presented by their younger daughter Judith. The toast to the Yorkshireman president was proposed by the president-elect, MISS R. R. HAIGH (also from Yorkshire) and that of the ladies and visitors by MR. J. R. PARKINSON, responded to by MR. T. DALTON. A tombola to raise money for pharmaceutical charities was introduced at this year's dinner. Breakfast was served at 1 a.m.

A West Country Get-together

ANNUAL DINNER OF THE SOCIETY'S BRISTOL BRANCH

PHARMACEUTICAL education in the West Country was now at an important stage of development said MR. G. H. MOORE (principal, Bristol College of Science and Technology) proposing "The Bristol Branch" at the annual dinner and dance of that Branch of the Pharmaceutical Society on November 3. Over the past fifty years, continued Mr. Moore, members of the Bristol Branch had taken an active part in that development, from the time of the part-time course, to what was now a full-time degree course and post-graduate course, and the imminent development of an important school of pharmacy at what was to be the University of Bath. That was something of which all those in the profession would be justly proud, he said. He gave credit to the members of the staff at the school of pharmacy (all members of the Bristol Branch) and said it was particularly pleasing to know that the first chair of pharmacy would go to one of those members, Professor D. A. Norton. He

and his staff deserved the thanks of West Country pharmacists for their contribution to the development of the profession. He hoped that the school had been of help to the Branch and the Society, and also that they would not feel that when the University moved to Bath they would lose touch—in any case, he said, the School itself was not likely to be moving for a few years yet. Mr. Moore referred to past members, mentioning amongst others, Mr. D. J. Williams, the founder of the first school of pharmacy at Bath, and his successor, Mr. W. Cooper.

The chairman (MR. T. W. HOWELLS), replying to the toast, referred to the fact that the Branch well represented the various aspects of pharmacy. Mention had been made of the academic side in Professor Norton and his staff, he said. In addition retail, hospital and industry were all not only represented, but taking an active part in Branch affairs. With ever increasing academic standards the pharmacist was becoming

more and more expert on specific remedies, he said, and stressed the assistance that the pharmacist could be to the medical profession in these days of multiplicity of preparations, strengths, names and pack sizes. Mr. Howells closed with a reference to the dangers of careless handling of medicines, and drew attention to the Medicines with Care Exhibition which was being shown in Bristol in March, 1966. MR. E. GEORGE (vice-chairman) proposed "The Guests" and the chairman of the Bristol division of the British Medical Association (DR. R. H. BUTCHER) responded. Other guests included Mr. G. A. Forster (clerk to the Bristol N.H.S. Executive Council), Mr. H. Seymour (chairman, Bristol Society of Opticians), Mr. D. W. Denton and Mr. J. Etheridge (chairman of the Cheltenham and Gloucester branches of the Society, Mr. C. Soper (chairman, Pharmacy Students' Association) and their ladies, and Mr. D. F. Lewis (an assistant secretary, Pharmaceutical Society).

Official Opening for a Wholesaler's Depot

LOCAL PHARMACISTS TOUR THE NEW PREMISES

FOR the first time a branch of Macarthy's, Ltd., wholesalers of pharmaceuticals and surgical products, has had a formal opening. The date was November 10, the location Manchester, and the opener Mr. Harry Steinman (treasurer of the Pharmaceutical Society). Flanked by staff and faced by a formidable array of visitors Mr. Steinman, accompanied by Mrs. Steinman, cut a ribbon guarding the entrance to the company's new Manchester depot at Pollard Street East (about a mile distant from the former depot).

"Running Transfer"

The new building, comprising 16,000 sq. ft. of floor space, was constructed by A. J. Preston, Ltd., Salford, and the move to the new premises was carried out by staff members with no interruption to the smooth flow of business. The ribbon having been cut, the visitors, under the guidance of Mr. David Wright, M.P.S., and members of the

staff, were taken on a comprehensive tour of the depot, during which they were able to see the many modern facilities designed to speed up and bring to an extremely high degree of accuracy and efficiency the execution of orders. Typical were the modern key and lamp telephones dealing with incoming calls in the order department at a minimum of delay and movement, microphones with "speak-listen" units, and the Adrema machines that prepare invoice documents from written orders by the use of line selection plates (the system allows complete invoices to be despatched with the goods. In the large stockroom below they noted the conveyor belt (stock boxes run on a "wheeled" track), continuous from the various stock bays to the adding and checking sections, and thence to the van-loading bays. Stock levels are controlled in the purchase office, while the surgical showroom features a permanent display of hospital and casualty-room

equipment and instruments.

At a lunch which followed the opening, Mr. H. Steinman proposed the toast "The New Manchester Depot." Those present, he said, had been privileged to assist in the opening of new premises that would be of even greater service to pharmacists in general practice than the depot they replaced. Staff would respond and work more happily in modern and attractive surroundings. All present were delighted with what they saw and offered their congratulations to all concerned. There could be little doubt that an efficient wholesale service was essential to the pharmacist. As local pharmacists reflected on the position of Macarthy's, they became aware of their great sense of obligation to the keen vision of the men of ethics and business who had been responsible for the company's steady progress. One might well agree the enterprise was a monument to brains, courage and character.



Handling customers' orders.



Surgical instruments showroom.

EXAMINATION SUCCESSES AND FAILURES

Fluctuating fortunes at Leicester school of pharmacy

DISAPPOINTING results in last session's examinations for the Pharmaceutical Chemist diploma, and part I of the degree, were reported for Leicester school of pharmacy by Mr. C. GUNN (head of the school) when he reported on the year's work at the prize distribution on October 26. Mr. Gunn said there appeared to be an element in the first and second years of the diploma course not prepared to put in the necessary amount of personal effort until too late—with the inevitable result. The fact that the examinations were now internal should, in a sense, make them easier to pass, but it did not mean that standards would be lower. However, Mr. Gunn was confident of those unsuccessful in the degree examinations being capable of passing next summer. In the final degree examinations most students had obtained "honours" and Mr. C. Smith had the distinction of being the only student in the country to be awarded a "first class" degree. Next session it was hoped to offer two degrees under the ægis of the Council for National Academic Awards. They would replace the London degree and

diploma courses, and one would provide pharmacists for retail, the other for posts in industry, teaching and research. The syllabus had been accepted by the Pharmaceutical Society and the school would be inspected by the C.N.A.A. in January. Prizes were presented by Mr. A. ALDINGTON (vice-president of the Pharmaceutical Society) who outlined the history of pharmacy and its relation to the formation of the Pharmaceutical Society. He also described the work of the Society's committees and the department of Pharmaceutical Sciences. Mr. Aldington then presented the prizes.

Prize List

LEICESTER AND LEICESTERSHIRE BRANCH, PHARMACEUTICAL SOCIETY prizes.—*B.Pharm., second year:* First prize, J. Wyatt; second prize, J. M. Smith; certificates of honour (pharmaceutics) and (pharmacognosy), J. Wyatt; (pharmaceutical chemistry), J. A. Ganley; (practical pharmacetics), J. M. Smith; (physiology), Miss B. K. Waller. *B.Pharm., third year prizes:* Pharmaceutics, H. R. Hibbert; pharmaceutical chemistry, D. A. Kitchen; pharmacognosy, C. J. Smith; pharmacology, H. R. Hibbert.

Certificates of Honour in the Ph.C. course, second year: (pharmaceutics), Miss P. D. Good-

acre; (physiology), T. J. Powell; (pharmaceutical chemistry and pharmacognosy), P. G. Powell. *First year:* (pharmaceutics), Miss Leggett; (physiology), C. A. Castle; (pharmacognosy), Miss P. Cupitt and A. H. Riley; (pharmaceutical chemistry), A. H. Riley.

Certificates of Honour in B.Pharm. Course: (physiology), P. J. Richards; (pharmaceutics, pharmacognosy and pharmaceutical chemistry), A. S. Gangji.

BRITISH DRUG HOUSES, LTD., PRIZE.—(pharmacognosy), P. G. Powell and J. Wyatt. GEORGE HANNAM trophy (dispensing proficiency).—E. Brown, JOHN RICHARDSON & CO., LTD., PRIZE (dispensing).—E. Brown. ARTHUR YOUNG MEMORIAL PRIZE (for public spirit and progress).—B. A. Emmanuel. EVANS MEDICAL, LTD., PRIZE (pharmaceutics).—Miss A. Williams and J. M. Smith. BOOTS PURE DRUG CO., LTD., PRIZES (best students in the first year).—A. H. Riley and A. S. Gangji; (second year).—P. G. Powell, J. Wyatt and J. M. Smith; (third year).—C. J. Smith and Miss A. Williams. PFIZER, LTD., PRIZE (best student in the second year B.Pharm. course).—J. M. Smith and J. Wyatt. GENATOSAN, LTD., PRIZES (pharmaceutical chemistry).—P. G. Powell (Ph.C.), J. A. Ganley (B.Pharm.), RIKER LABORATORIES, LTD., PRIZES (pharmacology).—T. J. Powell (Ph.C.), Miss B. K. Waller (B.Pharm.). SMITH & NEPHEW, LTD., PRIZE (practical pharmacetics).—Miss R. Chilvers and C. D. Herrington. E. H. BUTLER & SON, LTD., PRIZE (history of pharmacy).—Miss R. Ellis. FRANK YOUNG MEMORIAL PRIZE (best student in the first year in pharmaceutical chemistry).—A. S. Gangji. TAHERALI KHANBHAI MEMORIAL PRIZE (best overseas student).—A. S. Gangji.

Manufacturing Activities Brought Together

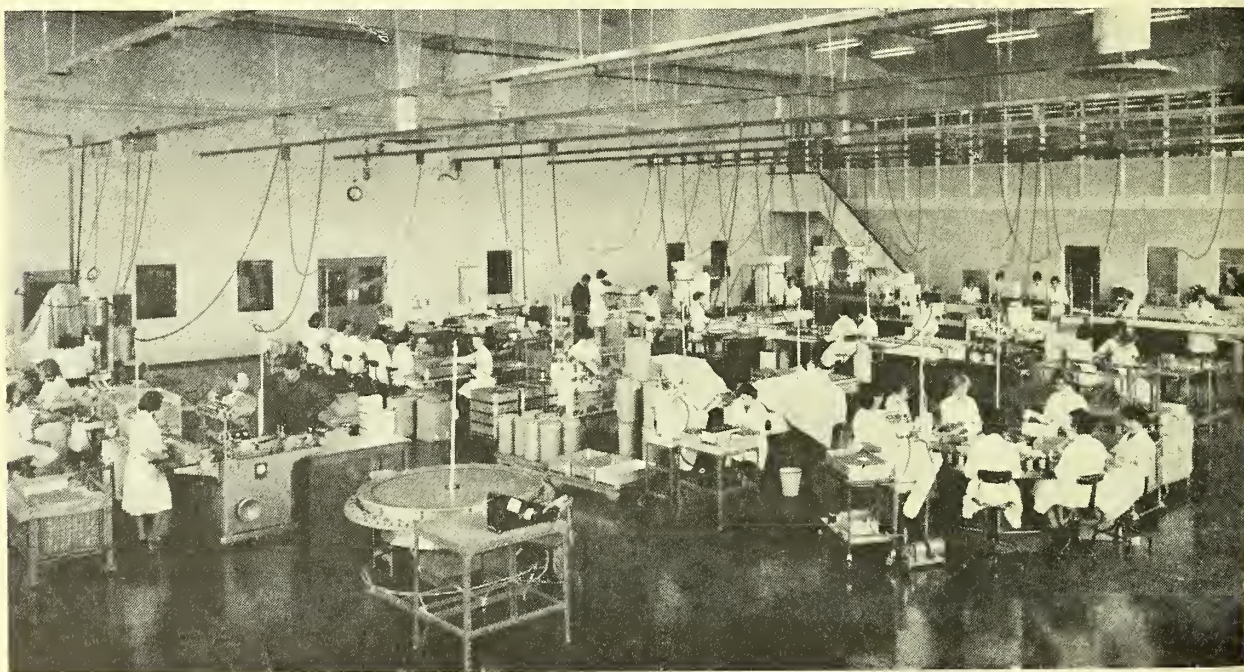
NEW UNITS FOR PFIZER, LTD., AT SANDWICH

TWO production units and eight stores locations of the Pfizer group have been brought together under one roof with the opening recently of a new pharmaceutical manufacturing plant at Sandwich, Kent. The plant has an overall floor area of 54,000 sq. ft. and cost £350,000 to build. From conception to completion the plant, incorporating stores, dispatch, manufacturing and packaging facilities, took two years to

plan and build. A feature of its design is its flexibility.

All the manufacturing areas feed into the packaging hall which has an uninterrupted floor area of 10,000 sq. ft. There are six conveyor lines in the packaging hall—one each for plastic squeeze bottles, liquids, uncoated tablets, coated tablets or capules, aerosols and ointments. Conveyors also take bottles from unscrambling tables to the

head of the tablet and liquid lines. For smaller and specialised runs it is sometimes more economical to use the "round-table" method of working and facilities for that type of work are also available. In those instances work passes from girl to girl as they sit round a revolving table, and all the operations are done by hand. Packaging is now mainly automatic, pack sizes standardised to ten.



Part of the main packaging hall, showing in the foreground two of the revolving tables used for manual operations.

IN PARLIAMENT

THE Minister of Agriculture was asked by MR. J. PAGE, on November 15, "in view of the potential danger due to cumulative residues of chlorinated-hydrocarbon and organo-phosphorus insecticides and herbicides, what action was being undertaken to protect the public by eliminating all such residues from foodstuffs; and, taking into account the success of some of the American programmes of biological insect control, what measures were in hand in this country to develop this alternative to the widespread use of the highly toxic chemicals."

MR. J. HOY (Joint Parliamentary Secretary) replied that the Pesticides Safety Precautions Scheme protected the public from the harmful residues in food. Under the scheme when Government Departments agreed to manufacturers marketing a new chemical or to a new use of an existing chemical, they required safety precautions to be set out on the label. Research relating to the biological control of insect pests was being undertaken at a number of research institutions and universities.

Selling Dangerous Drugs

MRS. BUTLER asked the Home Secretary on November 4 what supervision was exercised over known drug addicts to prevent them from selling drugs obtained through the National Health Service. MR. THOMAS: "None; but a person who sells narcotic drugs without authority commits an offence under the Dangerous Drugs Regulations and is liable to heavy penalties."

LEGAL REPORTS

Injunction Granted

JOHNSON & JOHNSON (Gt. Britain), Ltd., as plaintiffs, were granted a perpetual injunction against G. V. Neve, Ltd., proprietors of BI-Rite Stores, 54 Whitegate Drive, Blackpool, Lancs, restraining them from reselling the plaintiff's baby powder and toilet soap at cut prices. The Proprietary Articles Trade Association rendered assistance in the institution of the proceedings.

COMPANY NEWS

Previous year's figures in parentheses

GALA COSMETIC GROUP, LTD.—An interim dividend of 7½ per cent. is declared.

HARDMAN & HOLDEN, LTD.—Mr. J. E. A. Stuart is being appointed production director as from December 1.

GLAXO-ALLENBURYS (EXPORT), LTD.—Mr. M. J. Williams, F.P.S., has been appointed a director.

UNITED STATES BORAX AND CHEMICAL CORPORATION.—Unaudited net income, after federal income taxes, for the year ended September 30, is \$9,054,188 (\$8,912,655). Sales for the year amounted to \$98,230,684, a gain of 9 per cent. over sales of a year ago.

FARBENFABRIKEN BAYER, A.G., Leverkusen, Germany. — The capital of the wholly-owned Belgian subsidiary, NV Bayer SA, is being increased to 1,000 million francs from the present

36 millions, to finance part of its factory at Antwerp which will eventually cost 240 million marks.

SAVORY & MOORE, LTD. — Groups profits, before tax and minority interests, fell from £248,001 to £142,306 in the year ended March 31. The dividend is cut from 13½ per cent. to 8 per cent. Minority interests and tax take £100,253 (£126,242), leaving net profits of £90,492 (£121,759). There has been credited £48,439 (nil) from the sale of a subsidiary's manufacturing rights.

COOPER MCDUGALL & ROBERTSON, LTD. — Consolidated pre-tax profits for year ended August 31 amounted to £764,700 (against £765,250). The dividend is unchanged at 10 per cent. The net profit was £470,471 (£339,452) of which £399,451 was attributable to the parent company (£170,778). The net profit was after a tax charge of £319,402 (£429,476).

SANITAS TRUST, LTD.—An interim dividend of 15 per cent. (same) is declared. The net profit for the six months to September 30, subject to audit, is estimated to be £541,000, before tax (against £503,000). Sales in the United Kingdom during the period amounted to £2,421,000 (£2,249,000), sales overseas of products made in U.K. to £525,000 (£637,000) and of products made locally to £466,000 (£432,000).

WILLOWS FRANCIS, LTD. — Nearly 30 per cent. of the company's business is overseas. Import restrictions imposed by countries which have been traditional export markets for Great Britain have lately necessitated the company making more arrangements for manufacture overseas, states the chairman in his review accompanying the accounts for year ended June 30. Sales for the quarter ended September 30 are slightly lower than for the same period last year but the order book is "sufficiently healthy to show that the fall should soon be corrected," he states. [For financial statement for 1964-65 see C. & D., October 23, p. 410.]

LENTHERIC, LTD., and MORNY, LTD.—An offer has been made on behalf of Lentheric, Ltd., to acquire the issued capital of Morny, Ltd. The terms are 46s. 5d. cash per share, free of all expenses, for the existing 192,532 £1 Ordinary shares and the 96,266 new £1 Ordinary shares which will result from a proposed capitalisation of reserves on the basis of one new share for each two held. The directors of Morny are satisfied that, taking account of current trading, future prospects and the assets value of the company, the offer is fair and reasonable. They have undertaken to accept it in respect of all their own shares and to procure acceptance in respect of shares to a total of about 52 per cent. of the new and existing issued capital. Morny is an unquoted company with about thirty-five shareholders. The interests of Lentheric, Ltd., were considerably expanded by the purchase from Helene Curtis of all rights in the Lentheric name and business in the United States, Canada, South America, the Far East and other territories.

BUSINESS CHANGES

MRS. R. SMYTH (née McGuinness) has opened a pharmacy in Dundalk, Eire.

MR. H. B. SLOWEY is shortly opening a pharmacy at 36 Market Street, Sligo, Eire.

MR. J. M. DALY has acquired the pharmacy of M. J. Conlan, Ltd., Manor Street, Dublin, Eire.

THE pharmacy of Farrington & Co., Cornmarket, Dublin, Eire, has been closed owing to Corporation development schemes in the area.

GLENWOOD LABORATORIES, LTD., have removed to 7 Berkeley Street, London, W.1 (telephone Hyde Park 2971).

TIMOTHY WHITES & TAYLORS, LTD. (trading as Timothy Whites) opened a pharmacy at 25 Newgate Row, Chester, on November 5.

MR. E. LONG, M.P.S., has acquired the pharmacy at 10 Castle Square, Brighton, 1, formerly a branch of Glaisyer & Kemp (Chemists), Ltd.

CAMBRIDGE INSTRUMENT CO., LTD., have moved their Midlands area office to Crescent Works, The Crescent, Birmingham, 19 (telephone: Northern 1266).

Appointments

CARLTON LABORATORIES (SOUTHERN), LTD., 2 Norfolk Square, Brighton, Sussex, have appointed Mr. Idris Jones their medical representative for Wales.

CLAIROL, LTD., 66 Baker Street, London, W.1, have appointed Mr. J. Campbell, sales manager of their retail division.

HOECHST PHARMACEUTICALS, LTD., Portland House, Stag Place, London, S.W.1, have appointed the following additional representatives:—Messrs. R. J. Browning (for Wiltshire, part Hampshire, Dorset); R. Caldwell (West Lancashire); R. H. Derham (N. Gloucestershire, Herefordshire, Worcestershire); D. M. Hasan (North London); K. Jenkins (Essex); D. O. Johnson (South-east London); T. Knox (N. Yorkshire and S. Durham); R. F. Logan (Metropolitan and West Kent); I. McCombe (North Glasgow); J. L. Purvis (Cheshire); J. E. Reilly (Northumberland) and I. G. Thresh (E. Yorkshire).

PERSONALITIES

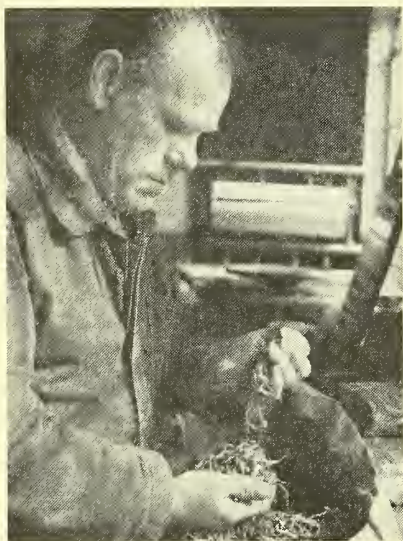
MR. A. CHARLES BUCK (director, Reckitt & Sons, Ltd.), has been chosen by the award committee of the Advertising Association for the 1965 Mackintosh Medal which is awarded for personal and public service on behalf of advertising. Mr. Buck has served on the committees of the Incorporated Society of British Advertisers for about fifteen years.

MR. HERBERT JACKSON, 275 Derby Road, Bramcote, Notts, has retired after sixty-four years as a chemist at Sandiacre, Notts. Mr. Jackson served his apprenticeship with Mr. George Croft, Grimsby. Later he became a junior assistant to Mr. Richard Fitzhugh, Long Row, Nottingham, and

qualified as a pharmacist in 1901. He went to Sandiacre in 1901 as manager of a shop opened by Mr. C. J. Wathes, Long Eaton. Some time later he entered into partnership with Mr. Wathes, and they opened a branch at Draycott, near Derby, and another branch was opened at Nottingham. When Mr. Wathes retired, Mr. Jackson retained the Sandiacre business, which is now being continued as a limited company under Mr. W. H. Gunston.

MR. M. R. CAMP, LL.B., F.P.S., A.R.I.C., who has been appointed secretary of Glaxo Group, Ltd., qualified as a pharmaceutical chemist in 1950. He obtained his LL.B. (Hons.) degree at London University in 1956, and was called to the Bar in 1960. Mr. Camp joined Glaxo Laboratories, Ltd., in 1952 and was appointed assistant company secretary in 1956. In 1962 he was appointed company secretary of Glaxo Laboratories, Ltd., and assistant secretary of Glaxo Group, Ltd.

MR. C. FOSTER, who has just completed thirty years' service with F. W. Berk & Co., Ltd., received a gold watch from the chairman (Mr. C. H. Tanner)



to mark the occasion at an informal ceremony recently. Mr. Foster is foreman in charge of a warehouse in Stratford, London, E.15, part of Berk's Abbey Mills, which is given over to handling natural products—barks, seeds, roots, etc. He is seen here examining a sample of senega root.

DEATHS

CANTELO.—On September 23, Mr. William Ernest Archibald Cantelo, M.P.S., 50 Douglas Crescent, Bitterne, Southampton, Hants. Mr. Cantelo qualified in 1934.

CLARK. — On October 26, Mr. William Edwin Arthur Clark, M.P.S., Penrose, Manor Road, Sidmouth, Devon. Mr. Clark qualified in 1908.

DUGDALL.—Recently, Mr. Sidney Dugdall, M.P.S., 107 Belgrave Drive, Anlaby Road, Hull, Yorks. Mr. Dugdall qualified in 1925.

HICKS. — On November 5, Mr. Percy Gordon Hicks, M.P.S., 35 Fownes Road, Alcombe, Minehead, Somerset. Mr. Hicks qualified in 1912.

HOLLOWAY. — On September 30, Mr. Harold Arthur Richard Holloway, M.P.S., Bella Vista, Bodfari, Denbighshire. Mr. Holloway qualified in 1927.

KING.—On November 3, Mr. Oliver King, M.P.S., 5 High Street, Broadstairs, Kent. Mr. King qualified in 1927.

LEE.—On October 26, Mr. Kenneth Henry Lee, M.P.S., Highfields, Toot-hill Lane, Rastrick, Brighouse, Yorks. Mr. Lee qualified in 1919.

McELLIN. — On October 31, Mr. John Henry McEllin, M.P.S., Church Street, Audley, Stoke-on-Trent, Staffs. Mr. McEllin qualified in 1920.

MOORE.—On November 13, Mr. Percival Arthur Moore, M.P.S., F.B.O.A., D.O., 44 Beachfield Road, Sandown, I.O.W. Mr. Moore was a native of the Isle of Wight and apprenticed to the long established business of Millidge and Son in Newport, I.O.W. He qualified in 1930 and worked in London for a time, being manager of a Co-operative pharmacy in East Ham until 1936, when he returned to the Island, buying the pharmacy of the late Mr. L. Salt in Sandown. He remained there until his death. Despite poor health in later years he was keenly interested in branch affairs and recently attended the annual dinner and dance of the Isle of Wight Branch of the Pharmaceutical Society. He leaves a widow, son and daughter.

OWEN. — On October 25, Mr. Howard James Owen, M.P.S., The Medical Hall, Cwmfelinfach, Mon. Mr. Owen qualified in 1935.

SLOMSKI.—On October 23, Mr. Jerzy Slomski, M.P.S., 88 Whitton Avenue, Greenford, Middlesex. Mr. Slomski qualified in 1947.

THOMAS.—On November 10, Mr. Thomas Wynne Thomas, M.P.S., Medical Hall, Aberdovey, Merioneth. Mr. Thomas who was aged seventy-eight, was a former chairman of Towyn urban council on which he served for twenty-nine years.

WATT.—On October 21, Mr. Duncan Campbell Watt, Rock Bank, Oban, Argyllshire. Mr. Watt qualified as a chemist and druggist in 1912 and retired in 1957.

WILDE.—Recently, in Loughborough general hospital, Mr. Leonard Matthew Wilde, M.P.S., 50 Baxter Gate, Loughborough. Mr. Wilde, who qualified in 1928 had been in business in Loughborough for thirty years. He was president of the Loughborough Photographic Society and a Freemason. He leaves a wife and daughter.

WINROOPE.—On October 24, Mr. Stanley Winroope, M.P.S., 334 Hersle

Road, Hull, Yorks. Mr. Winroope qualified in 1924.

RAFTERY.—Recently, Miss Ellen Mary Raftery, Corofin, Ballyglunin, co. Galway, Eire. Miss Raftery, who qualified as a pharmacist in 1951, served her apprenticeship in Collins' pharmacy, Rathfarnham, Dublin, and later spent some time in the pharmacy of Miss L. Cuniffe, Galway. For the past six years she had been attached to the pharmacy in St. Vincent's hospital, Dublin.

INQUESTS

Tetrachloroethane.—Action to stop the open sales of a "lethal gardening chemical" was called for by the Stoke-on-Trent city coroner on November 12. After hearing that a keen amateur gardener committed suicide by drinking the compound, the coroner said he was writing immediately to the Home Secretary asking him to consider amending the law so that tetrachloroethane, used for dealing with greenhouse white fly, could no longer be sold indiscriminately. "It seems to me extraordinary that this . . . can be sold by chemists indiscriminately. It should be possible to find something less toxic to deal with these insects, they hardly merit anything so lethal," he added.

MAKERS' ACTIVITIES

Long-service Dinner.—The combined service of members of staff who have been with Thomas Morson & Son, Ltd., Enfield, and Merck Sharp & Dohme, Ltd., Hoddesdon, for more than twenty-five years now exceeds 900 years. To commemorate the event, the two companies held a celebration dinner recently for long-service employees and their wives. The dinner was attended by directors of both companies including Mr. E. T. Browne (vice-president of the European area of Merck Sharp & Dohme International).

Exports the Theme.—Bayer Products Co. and Winthrop Products Co. have been holding their annual conference at Hythe, Kent, November 15-18. It was attended by 112 delegates. Messrs. Winthrop have been concentrating on exports to Europe—in the last five years they have established subsidiary sales organisations in nearly every country in Europe—and much of the discussion aimed at increasing that trade. A departure for this type of conference was that the new directors asked the 700 Winthrop staff throughout Europe to put up ideas on how to increase exports. Of ninety-two ideas submitted, the best fitting was selected for presentation. The conclusion of the conference was that the European export sales of medicines from Winthrop research could be doubled in the next five years from over £3 millions to over £6 millions a year. The conference continued despite news of a serious fire at the company's Newcastle manufacturing unit (see p. 504).

N.H.S. STATISTICS

In ENGLAND during August 16,429,984 prescriptions (10,967,673 forms) were dispensed at a total cost of £8,657,376. Average total cost per prescription, 126.46d.

NEW PRODUCTS AND PACKS

PHARMACEUTICAL SPECIALITIES

Aerosol Against Bronchospasm.—Moore Medicinal Products, Ltd., Waverley House, Aberdeen, are introducing on November 22 a stronger version, PIB plus, of their speciality PIB



(formerly known as pressurised Iso-Brovon). PIB plus is presented in the same unit as PIB but contains 1.0 per cent. isoprenaline hydrochloride and 0.1 per cent. atropine methonitrate.

FOODS



Now in "Safety-grip" Bottle.—Kellon, Ltd., Wadsworth Road, Perivale, Middlesex, are now issuing Optrose rose-hip syrup in new "safety-grip" bottle. All orders received from November 22 are being executed with the new bottle, which is available in three sizes, standard, double and treble (6, 12 and 18 oz.).

COSMETICS AND TOILETRIES

Hair Dressing for Men.—Claimed to "outdate all other hair dressings" new "Factor for Men" Clear-gel is non-



greasy and does not stain. It imparts, say the manufacturers, Max Factor, Hollywood and London (Sales), Ltd., 16 Old Bond Street, London, W.1, "a natural sheen and keeps hair looking

clean, healthy and well groomed all day." A displaypiece for point-of-sale support incorporates an actual pack of Clear-gel.

A Redesigned Pack.—A new carton brought out by Yardley of London, Ltd., 33 Old Bond Street, London, W.1, for their redesigned Air-Flow hand cream converts quickly and easily into a space-saving counter unit for three cans, as shown in the illustration.



The can is in aluminium and printed in four colours, and the turquoise outer is embossed with gold blocking. Air-Flow hand cream is designed to protect hands from the harmful effects of winds and detergents, and it helps to keep cuticles and nails supple. Quickly absorbed, the cream is claimed not to leave the hands sticky or tacky, and is therefore ideal for use during the day after washing, as well as at night for leaving on as a soothing and healing lotion.

SUNDRIES

New Look, New Name.—Southalls' "original" sanitary towels are now replaced by Southalls' "luxury soft" with new gossamer-soft knitted cover. Makers are Southalls (Sales), Ltd., Bessemer Road, Welwyn Garden City, Herts.

New Dressing Products.—The medical products group of Smith & Nephew, Ltd., Bessemer Road, Welwyn Garden City, Herts, has produced two new items in the range of Elastoplast products. Elastoplast eye-occlusion patches are made from cotton elastic fabric spread with porous adhesive and fitted with a pad of plain lint. The patch is shaped for easy fitting, and is of a size (and so positioned) that the adhesive does not adhere to eyelids and eye-lashes. The pack is a box of fifty envelopes, each containing seven dressings. A new Elastoplast Airstrip microporous plastic wound dressing combines Airstrip microporous dressing and waterproof base film with a centre pad of Melolin XA perforated-film absorbent dressing. The product is designed both for general use and for use in casualty departments and is also suitable for covering small incisions post-operatively. The dressing is available in one size only, 9 x 6 cm. (pad 6 x 3 cm.) in box of fifty dressings.

Artificial Eyelashes.—The Fiona deluxe artificial eyelash manufactured by R. Brandt & Co. (Manufacturing), Ltd., 16 Dalston Gardens, Stanmore, Middlesex, is understood to be the first self-adhesive eyelash made from Permacurl monofilaments, which are claimed to keep their setting "for ever, unless exposed to temperatures above 60° C. (140° F.). The lashes are soft and appear to be delicate, though they stand up to quite rough handling." The makers state accidental breakages are impossible. Fiona de-luxe eyelashes, besides having a natural trim, are shaped at the inner corners. All the user has to do before affixing the Fiona to the eye is to adjust the length of the strip to the length of the eyelid. Having a smooth, fine and flexible base, the Fiona de-luxe adheres to the eyelid easily and safely. The "normal" adhesive is applied immediately before wearing. The alternative "self" adhesive must be applied to the base of the lash strip at least half an hour before it becomes effective—when it turns transparent. A fresh coating may be applied immediately the lashes are removed.



IN BLACK AND WHITE: The new Alpine range of men's toiletries introduced by Coty (England), Ltd., 3 Stratford Place, London, W.1 (see C. & D., November 6, p. 463).

TRADE NOTES

Label Remover.—A new type of label remover with platform to hold any bottle is supplied by Cripps & Brown, Ltd., Highfield Lane, Birmingham, 32.

A 1,000-tablet Pack.—Pharmaceutical Specialities (May & Baker), Ltd., Dagenham, Essex, have brought out a new presentation of Stemetil tablets, 5-mgm., in a container of 1,000.

Description Corrected.—Epanutin suspension, subject of a monograph in "Guide to New Medicaments" recently, is described as a pink suspension containing 30 mgm. of phenytoin in each 4-mil teaspoonful [corrected note].

No Small Order.—Ayrton, Saunders & Co., Ltd., Overseas Sales, 34 Hanover Street, Liverpool, 1, have recently been awarded a contract from the Ministry of Health, Libya, to supply 5,000 gall. of the company's speciality Streptosulph A.S. for use in the treatment of bacillary dysentery, enteritis and coliform urinary tract infections.

Imported from America.—M. Baum Wholesale Chemists, Ltd., Monkwearmouth, Sunderland, state that they now stock Amurol sugarless fruit drops previously available only through retail branches of Boots, Ltd. Imported from America also is a range of products made by Holland-Rantos of New York including diaphragms and creams; and a veterinary product, red veterinary petroleum jelly. The company supply only registered retail pharmacists.

Cost Per Dose Reduced.—The Bayer Products Co., Winthrop House, Surbiton, Surrey, announce that the cost per dose of Bronchilator has been reduced by 20 per cent. (by increasing the capacity of the aerosol unit without increasing the price). The new volume is 12.5 mils, against the previous 10, and each unit now delivers 250 measured 0.05-mil doses against the previous 200. All Bronchilator aerosol units now being dispatched from the company's factory are of the new larger size.

Radioactive Products Listed.—The United Kingdom Atomic Energy Authority's Radiochemical Centre, Amersham, Bucks, has issued its 1965-66 catalogue of radioactive products. The catalogue lists many products made available since the previous edition, and its presentation has been improved. The section on products for medical use, which now includes both pharmaceuticals and sources for clinical use, is printed on tinted paper. Included are radioisotopes, labelled compounds and radiation sources.

Bonus Offers

CUSSENS, SONS & CO., LTD., Kersal Vale, Manchester. Cold cream soap. Twelve invoiced as ten. Until December 31.

KELDON, LTD., Wadsworth Road, Perivale, Middlesex. Optrose rose hip syrup in new "safety-grip" bottle. Trade price cut by 3s. per doz. (introductory offer while allocation lasts).

Premium Offers

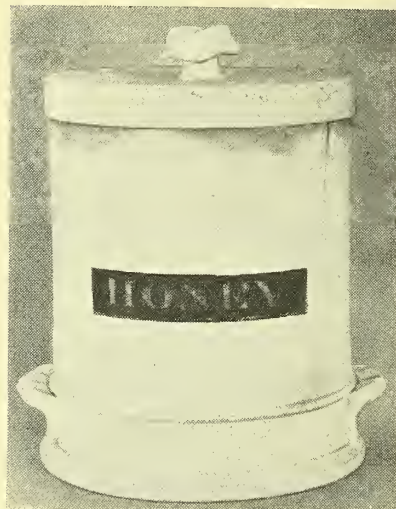
KELDON, LTD., Wadsworth Road, Perivale, Middlesex. Threepence off normal price (introductory offer).

MAX FACTOR HOLLYWOOD AND LONDON (SALES), LTD., 16 Old Bond Street, London, W.1. "Bargain in Beauty" (Active Moisturiser and Cup



of Youth) in skin-wrapped, window-fronted carton with removable descriptive band, complete with instructional leaflet) at a reduction of 19s. 3d. Sheer Genius foundation in double-size tube at half the price of two standard tubes.

A PHARMACEUTICAL BYGONE



A honey container at Basingstoke, Hants, museum.

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

How Much Profit?

SIR,—The arithmetic of your advertiser on p. 24 of the November 13 issue appears to have gone a little astray. Fourteen Hill's lozenges cost 21s. 6d. Fourteen Hill's lozenges sell at 42s.

Therefore profit is 20s. 6d. and

$$\frac{20s. 6d.}{14} = 1s. 5\frac{1}{2}d.$$

(or 1s. 6d.) and not 1s. 8½d. If, Mr. Advertiser, you publish this advertisement again, will you try and get it right next time?

I. D. TOMBS,
Enfield

Rural-area Dispensing

SIR,—Mr. Butt's letter regarding rural area dispensing (*C. & D.*, October 30, p. 440) rightly draws attention to the urgency of this matter and the first necessary step. Non-rural pharmacists do not seem to realise the importance of this challenge, and that the cards are stacked in the doctor's favour. This is only the preliminary round in a fight that lies ahead. The medicos are going to receive favourable financial assistance to modernise their surgeries (and dispensaries?). What help has the pharmacist received? The political climate favours the doctors today. The Minister of Health realises that he cannot work a Health Service without their co-operation, and has fallen over backwards in giving away to their demands (in many cases no doubt justified). But whose side will he be on if the challenge is taken further—on whether the doctor

shall dispense if he wishes? The problem is urgent for the rural pharmacist today, but it may be the turn of the urban pharmacist next. Let us face it and support the rural pharmacist now—and the campaign proposed by Mr. Butt.

MERVYN MADGE,
Plymouth

Without Authority

SIR,—To what depths of chicanery has "big business" fallen? Perhaps they are now so big that "new-speak" standards have been adopted. When we were approached a year ago to stock Gerber baby foods my first two questions elicited the following replies: (1) They would initially be "chemist only" and would not reach grocers for at least two years—in fact the supermarket received their stocks before we did and the local grocers soon followed suit. (2) There was no prospect of price cutting as the wholesale price advantages to large buyers was marginal. We now have a price list which allows large buyers to purchase (and then sell) at 1½d. per jar less. When one refers the matter to head office the reply seems to be "he had no authority," etc.

J. HOLT,
Huddersfield

Appreciated

I THINK I have had the *C. & D.* for over fifty years and have been well satisfied all the time.—*A.W.W.*

I HAVE found the *C. & D.*, invaluable over the last sixteen years and no doubt will continue to appreciate it in the future.—*E.H.C.*

Poser Solution

THE prescription shown last week was for

Tetracyclines gm. ¼ M.20.
Digoxin 0.25 mgm. b.d. M.100.

INFORMATION WANTED

The Editor would appreciate information about:

Eric Hansen's halibut-liver oil capsules
Reddette toothbrush holder
Salodoprin tablets

The Surgical Instrument

F. T. BURY

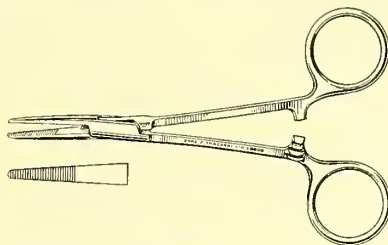
(sales manager, Chas. F. Thackray, Ltd.).

THE manufacture of steel instruments in the U.K. is a thriving industry, expanding rapidly to cope with an increasing demand from all over the world, and the manufacturers have an equally wide reputation for unrivalled high quality.

A new surgical instrument is almost always conceived by the surgeon himself. To meet his special need, the modern surgical instrument maker co-operates with the surgeon to develop and produce an instrument uniquely designed for a particular function. If it is to be made of steel, as many surgical instruments are, the material usually chosen is the high-grade stainless steel used in cutlery manufacture. A high-chromium-content steel, which can be hardened and tempered, begins as the dark grey metal. It goes to the forger, then on to the fitter, then emerges from the polisher as the gleaming instrument without plating (the idea that surgical instruments are plated is misconceived; the nature of stainless steel is that when polished, it takes on the lustrous finish) that is also rust-proof, easily cleaned and readily sterilised.

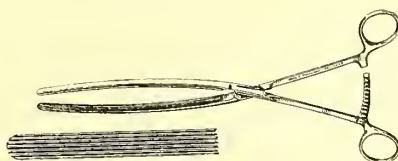
Criteria

The two main criteria of a surgical instrument are, first that it should be safe to use, and should not injure the delicate tissue with which it comes into contact; and secondly that it should be capable of being sterilised. Those factors are well exemplified in the special probe points of Mayo scissors, which must be so accurately made that they can be used for dissecting, yet must not injure tissue, otherwise the scissor's points could tear a patient's bowel when the surgeon was opening the peritoneum. Similarly the blades of a bowel clamp must have the correct tension to perform its function, yet must not crush or damage. A rack on an artery forcep must be so precisely finished that, when the instrument is in use, it does not slip, yet when released must do so smoothly and quickly to the surgeon's hand. Such requirements are commonplace to the skilled surgical-instrument maker.



Moynihan's artery forceps.

Many surgical instruments continue to be hand-made by the skilled forger using a hammer and anvil, yet modern methods of surgical procedure call for a large number of instruments of the one kind, to supply the ever-increasing demands of central supply departments of modern hospitals. Such instruments are "drop forged" to produce instruments of standard size and shape. Many of the instruments may be polished by an electrical polishing method, and at that stage the surgical instrument maker can make use of a measure of mass production. But each instrument, even after that process, has to be handled individually for its final polishing and finishing. However, some instruments, such as retractors, with flat broad surfaces,



Kocher's intestinal clamp.

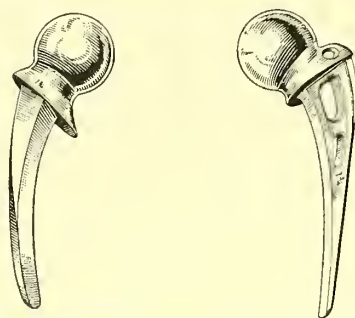
tend to reflect the light of the operating lamp into the surgeon's eyes, and have to have their surfaces rendered dull by a process of sandblasting, while retaining all the property of being easy to clean and easily rendered sterile.

Surgical Prostheses

Other surgical appliances are required to remain within the body, examples being special prostheses used by orthopaedic surgeons to replace bone or to strengthen body structures. Those appliances have to be manufactured from stainless steel made to a special formula (defined by a British Standard Specification). Main property of such steel is that it is chemically inert to the natural processes of the human body. The importance of that branch of the surgical instrument or appliance manufacture causes the Ministry of

Health to take a keen interest in it, and in future such manufacturing processes are likely to be controlled by Statutory Order and inspection.

At the same time surgical procedures have advanced to the stage at which universities throughout the country are setting up bio-engineering departments, in which surgeons and engineers are co-operating in research units, utilising their pooled knowledge to solve pro-



Thompson's hip prosthesis (left) and Austin Moore's hip prosthesis (right).

blems of disease and deformity. When they have agreed on a design the surgical instrument maker is on hand to produce the appliances to the user's requirements.

Development of Plastics in Surgery

The discovery and development of plastics, and the properties of some of them of being compatible with natural body fluids, has made possible the fabrication of many items vital to the modern surgeon. Plastic tubing and connections in the heart-lung machine inhibit the clotting of blood in the lumen of the tube, the "non-wetting" property being vitally necessary in this field. Artificial heart valves made from a plastic called Silastic actually replace diseased valves of human hearts. Arterial grafts used to replace diseased arteries are manufactured by weaving or knitting plastics thread such as Dacron or Teflon into tubular corrugated structures, which are sealed with clotted human blood immediately before replacing a portion of diseased artery. The grafts are so made that, when the operation is complete, they actually pulsate like the natural artery. Other examples of plastic aids to surgeons are many, ranging from simple polythene intravenous cannulae to complex electrode cardiac catheters used in the diagnosis of heart disease.

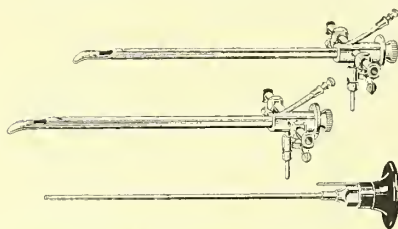


Mayo scissors showing special non-traumatising probe points.

Light in Surgery

The surgical instrument maker has been called upon to produce endoscopic instruments which are inserted through the orifices of the human body, and project light probes, so allowing the surgeon to examine by sight various tissues of the body. Such instruments are the bronchoscope and oesophagoscope, for examination of the patient's bronchus and lungs or his oesophagus, by means of a telescope. The cystoscope can be inserted to allow the surgeon to examine the inside of the bladder and so diagnose early cystic disorders. Through the gastroscope the surgeon can examine the inside of the stomach and find a gastric ulcer or other lesion if it exists. Such instruments in the past have

always relied on a tiny fragile electric lamp, emitting a minimum amount of light.



Campbell's miniature operating cystoscope.

Recently it has been shown that minute glassfibres can be fitted to such instruments, conducting light from an outside light source to almost unlimited distance, giving illumination

of an intensity impossible from the conventional light carrier. The light system can be fitted into flexible tubes, so that the surgeon can guide the instrument into recesses which a few years ago were inaccessible. The gastroscope may thus become the duodenoscope, and it may not be long before that in turn penetrates through to the mass of the small intestine. The peritoneoscope permits similar examination of tissues and organs inside the peritoneum. Soon no part of the body may be inaccessible to the diagnostic light. Always the surgical instrument maker is called upon to produce such instruments. Always, too, they must be made so as to be non-traumatic to tissue and capable of being sterilised.

Surgical Sundries

By R. W. SHILLING, L.I.B.S.T., and D. J. MORL, M.P.S.,
(Macarthy's, Ltd.).

SURGICAL sundries are frequently listed under two broad groupings: Those used by the patient in his own home and those that might be termed the "professional tools" of the medical practitioner. Of the items in the first group, most are included in the National Health Service Drug Tariff, which gives specifications to be met by the supplier at prices reflecting market conditions. Occasionally, however, it is noted that Drug Tariff values have lagged behind current wholesale levels.

Of all surgical sundries the most familiar are the dressings, since they are in everyday use and consequently present few problems to either the pharmacist or his customer. It is in the supply or replacement of more personal items—trusses, urinals, colostomy appliances, etc.—that the pharmacist exercises an aspect of his professional skills that is of more obvious service to the patient. Care, sympathy and understanding of the patient's need during measuring and fitting are rewarded by a bond of confidence. That is reflected in the frequency with which doctors and the public alike seek advice from the chemist on matters relating to the wearing of such appliances, and on the management of the personal problems that may be encountered. Subsequently essential parts, or of the whole appliance, will need to be replaced; they are available through the usual distributive channels.

Wholesale Stockists

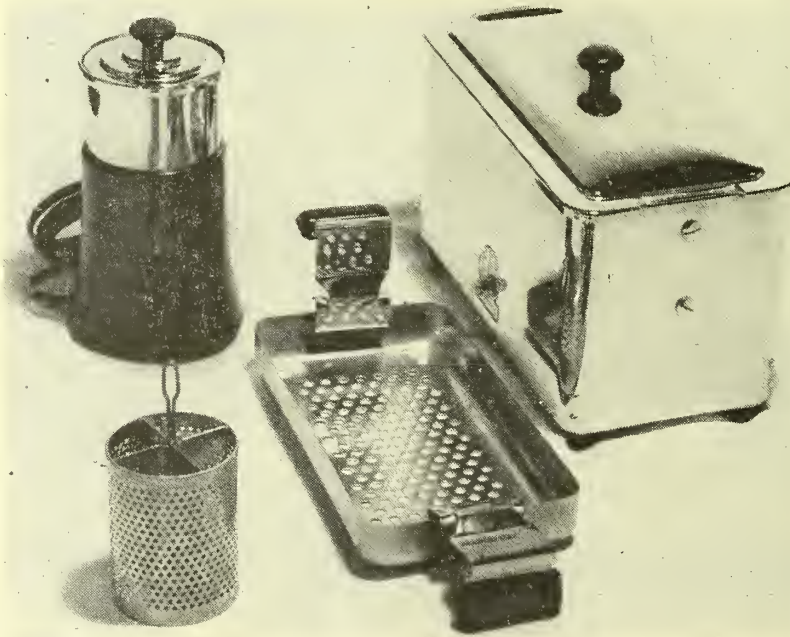
Certain wholesalers, as a service, maintain wide stocks of surgical sundries and provide guides to measuring patients for trusses or for hosiery. To the pharmacist who follows the printed

instructions it is not difficult to be certain that the item supplied is both correctly made and correctly fitted. Many sundries, of course, require no special fitting (for example, ear syringes, vaginal dilators, douche cans, breast and nipple shells, to mention but a few of the many items included in the sundries lists of the suppliers).

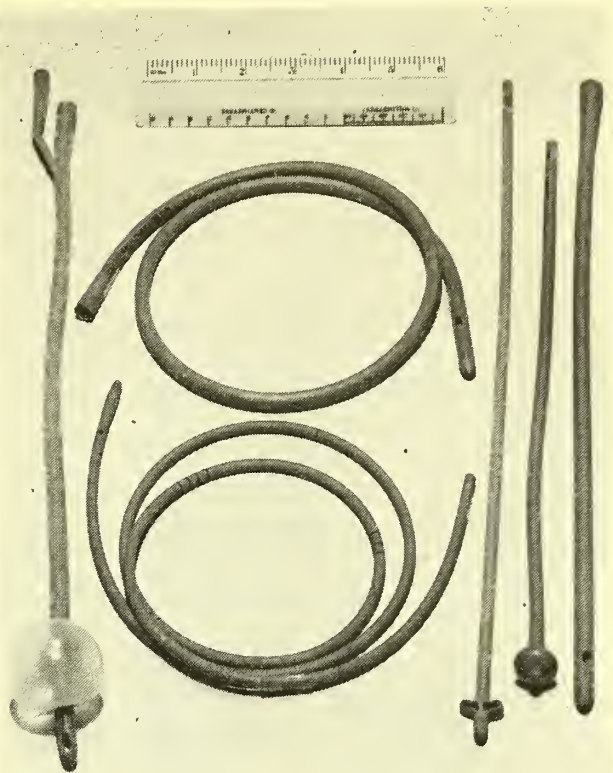
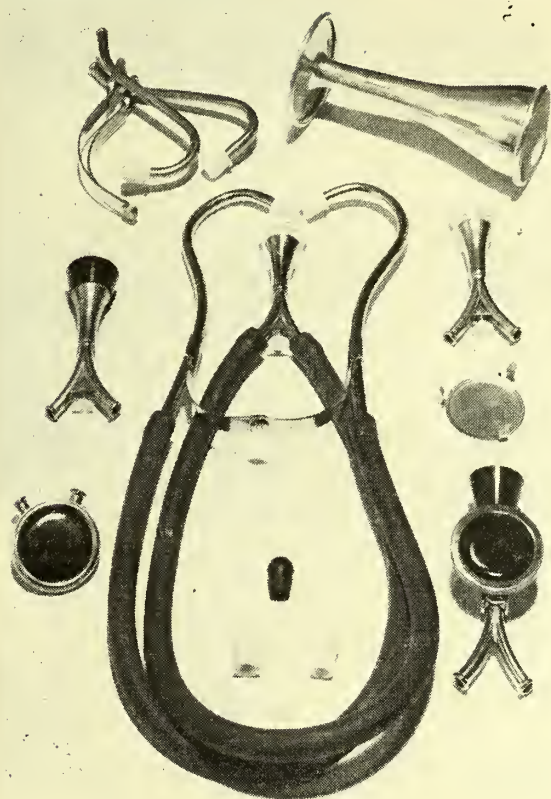
Increasingly, retail chemists are called upon to supply indwelling catheters, particularly for post-prostatectomy patients. Balloon or Foley catheters are normally prescribed and they may be obtained in double wrapped packs, pre-

sterilised by gamma radiation. Prescriptions for balloon catheters may also include a request for a syringe and supply of sterile water with which to inflate the balloon. Catheter diameter is expressed as "French gauge" and is usually between 12 and 28 F.g., whilst balloon volumes may range between 5 and 30 c.c. For pædiatric use, catheters of 8 or 10 F.g., and 3-8 c.c. balloon capacity are available. Non-sterile self-retaining catheters of Malecot and Depezzar types are still prescribed; they must be sterilised before use.

Diabetics' hypodermic syringes of



Sterilisers.



At left: Stethoscopes. Above: Catheters.

1 or 2-c.c. and Luer fitting are now standard, since neither 1.5-c.c. nor record fitting syringes are prescribable on form EC10. Spirit-proof syringe cases of non-breakable polypropathene are a great asset to the diabetic who must travel. Although they are not available under the National Health scheme, many are purchased every year, enabling the patient to carry his 1 or 2-c.c. syringe and needles with him on his journey.

Plastics play an important rôle in modern living, not least in the field of surgical sundry manufacture. Plastics tubing and connectors, disposable colo-

stomy bags and many other instances of the use of modern materials are to be found in the catalogues. The range of pessaries offered, from rubber-covered watch spring, Napier's stem or Simpson's stem pessaries, fluid-filled rubber and inflatable ball pessaries to vulcanite, celluloid, perspex, PVC and polythene, reads like a tracing of the developing use of modern plastics in the service of medicine and surgery.

Those pharmaceutical wholesalers who also specialise in supplying surgical equipment to hospitals, employ experienced and qualified staffs to deal with inquiries of a technical or professional nature. Close liaison is maintained between those companies and the many manufacturers, ensuring availability of information and supplies even of the most recent innovations. In general it must be true that new developments are first tried out in hospitals, and the experience and knowledge so gained is then available to the retail pharmacist through his surgical wholesaler. On discharge from hospital the patient can thus rely upon his local chemist for advice and continuance of treatment.

A glance at a surgical catalogue reveals an almost bewildering array of instruments, appliances and apparatus that is never encountered in retail pharmacy. There is, however, an important section consisting of those sundry items



The Macrom spirit-proof syringe case made from unbreakable polypropylene. It may be sterilised by boiling and takes both Luer and record 1-c.c. or 2-c.c. syringes together with six needles.



The Macrom metric medicine measure, moulded from acetonitrile clear plastic, indicates the more usual metric doses encountered in the range 5-10 mls together with their approximate "spoon equivalent."

found in every G.P.'s surgery. Those are the "professional tools" of general medical practice.

The G.P. requires a supply of instruments and other items in the running of his practice. Tongue depressors, applicators, swabs and needles are numbered among the expendable sundries for which a continuous demand arises. Sterile disposable syringes will in future, be supplied by the Executive Council, but much that remains can be offered by the enterprising pharmacist.

In many instances a valuable service to local doctors is provided by the chemist who has undertaken to obtain equipment, instruments and sundries for them from his own suppliers. A new stethoscope or a doctor's bag makes an ideal Christmas gift to the doctor from his family, a fact that a chemist may discover to his profit. Many items in the surgery will in time need repair or replacement; the doctor's sphygmomanometer and ophthalmoscope, scissors and forceps cannot last indefinitely. Those, and hundreds of other items, are found in catalogues specially prepared for the pharmacist to show to his doctor friends, and interested chemists would do well to inquire of their wholesaler for such a publication.

Enamelled ironware, such as kidney bowls and instrument trays are mostly replaced today by stainless steel, the increased initial expense being justifiable by the durability and appearance of the material even after long use. Stain-

less steels are widely employed in the production of trolleys, cabinets and surgical instruments, all of which are available to the surgery through the pharmacy. Larger items of furniture, such as examination couches and screens are available in various wooden or metal finishes to suit the individual's preference of décor. Indeed, almost every piece of equipment used in general practice can be purchased in that way.

Sutures and sterilisers, scissors and screens represent the wide range of surgical sundries available to pharmacists for supply to their doctors. Essentially the supply of surgical sundries is the province of the pharmacist, whose education and training makes him ideally suited to understand the needs of patients and doctors alike. He has too, the necessary organisation and channels of wholesale supply behind him, and expert advice is his for the asking. It is both professional and profitable to be enthusiastic about this so often



Natural shaped sheepskins to protect patients from onset of bedsores. Available from the surgical division of Macarthy's, Ltd.

neglected side of pharmacy, in which can be found so much of reward.

First-aid Outfits

A GOODWILL POTENTIAL FOR THE PHARMACIST

OF the wide diversity of products offered for retail sale, one would surely consider first-aid outfits almost sacrosanct to the pharmaceutical chemist. Yet they are to be seen on offer in all sorts of likely and unlikely places—cycle shops, garages, drapers, sports shops — and often being given away with books, cars, etc. That is all business the retail chemist could be securing.

Surprisingly, however, it is an aspect of trade the majority of chemists make little or no attempt to foster. The fact that the outfits are on sale in outlets unrelated to the product must indicate that there is plenty of business to be obtained, and most certainly there is. Cuts, minor burns, grazed

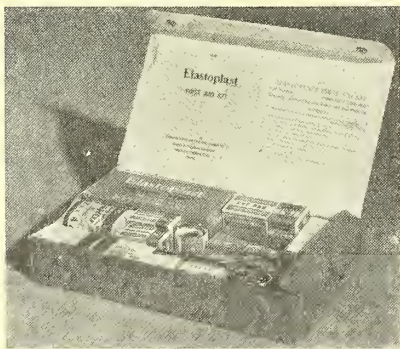
skin, dirt in the eyes, bruised heads and feet, headaches, are recurring all the time and all are capable of being adequately treated from a simple first-aid outfit. A sufferer is most relieved and grateful when prompt attention or dressing can be provided, yet in spite of the frequent need of it, most homes are not equipped with a first-aid outfit. It is surely up to chemists to remind the public constantly of the wisdom of always having available this "insurance against accidents." One of the simplest ways of giving such a reminder is a regular display of outfits with an appropriate showcard. He is a wise chemist who in that way establishes himself as the "First-aid Shop" for to him come those going camping, or on holiday, the hitch-hikers, the yachtsmen, the sports clubs, the Scouts and the Guides, as well as "dads and mums" for the home outfits.

What about that menace of the roads, the car-owner? Every driver, when signing his application for a driving licence, states that he has studied the Highway Code and the code urges motorists to carry a first-aid kit and to learn how to use it (a fact that has been referred to in the House of Commons). Some time ago a leading article in the *Lancet* also emphasised that all motorists should carry a kit and that they should acquire the simple skill needed to make the best use of it. The article pointed out that most car accidents happen some distance from a hospital, and neglect of first-aid could

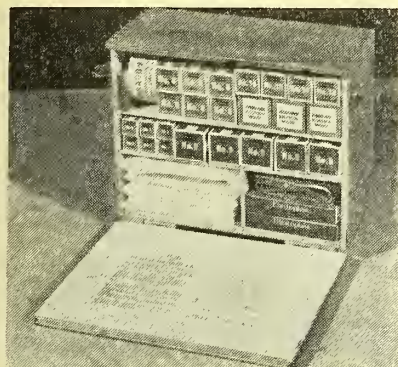


OFFICES AND SHOPS K11: Suitable for premises employing up to ten persons the kit is made by Cuxson, Gerrard & Co., Ltd., Oldbury, Birmingham.

lead to rapid deterioration of the patient's condition. The writer of it went on "In some cases this tips the balance against survival." The importance of carrying first-aid material is also emphasised by the Royal Automobile Club, which has sponsored a special motorists' first-aid kit, which is featured in the Club's guide and in literature issued with new cars. The R.A.C.'s kit is contained in a strong metal tin in the familiar R.A.C. blue and carrying the Club's crest. Contents of the kit have been selected so that, even a major accident can be dealt with.



FOR HOME OR CAR: Newly introduced by Smith & Nephew, Ltd., Bessemer Road, Welwyn Garden City, Herts, is case no. 81S5 which is suitable for home or car. The package is red PVC with pocket in lid.



OFFICES AND SHOPS KIT: First-aid kit suitable for offices and shops employing fifty-one to 150 (eleven to fifty in railway and fuel premises). Makers: Smith & Nephew, Ltd.

using kits from several cars, enabling injuries to be attended to until skilled help is at hand. The outfits are a steady seller if—and this is essential—they are suitably displayed. A show-card is understood to be available to aid sales.

Statistics show that the greatest number of accidents occur in the home, and a range of first-aid outfits is available to meet that requirement. The attention now being paid to safety and accident prevention is widespread. Most municipal councils have their safety committees, and there are two national organisations—the Royal Society for the Prevention of Accidents and the British Safety Council. Both bodies organise exhibitions and, whenever a local demonstration is sponsored, the chemist will find it a good idea to make a special display to tie in with it. Police Forces, the St. John Ambulance Brigade and British Red Cross Society branches are also active in that field, and they welcome any support offered—by pharmacists among others—in the way of displays and other co-operation.

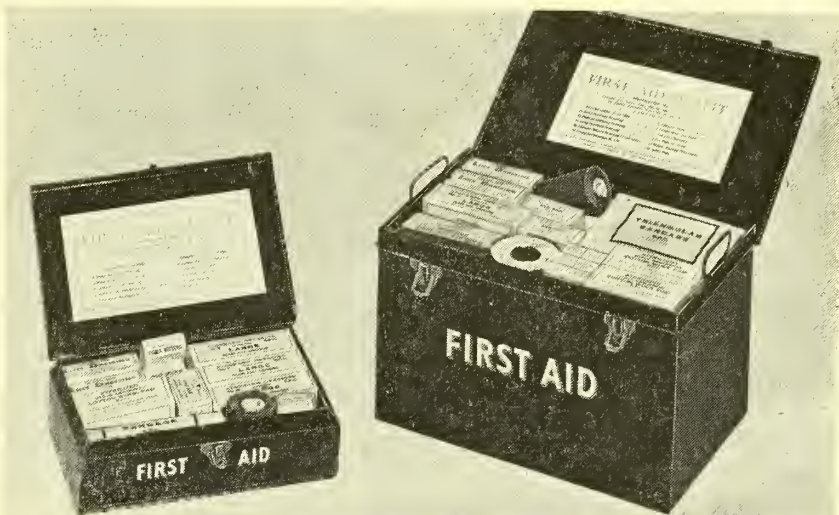
The prevention of accidents must, of course, be the first concern of everyone, but regrettably human fallibility is such that all of us are prone to become

victims of mishaps, fortunately mostly of a minor nature. When accidents do occur, immediate and correct attention is necessary to minimise their effect, with more emphasis on the "correct" than the "immediate." It is thus advisable to ensure that any first-aid outfit offered contains an instructive booklet that is authoritative, simple, comprehensive and clearly indexed.

Sales Opportunities

In addition to the sales opportunities so far mentioned there are others arising

from legislation necessitating the provision of a first-aid outfit. Most recent provision is the Offices, Shops and Railway Premises First Aid Order, 1964, under which the premises concerned must be so equipped. It is estimated that only about 30 per cent. of the nearly 1 million premises coming within the scope of the Order have made the necessary provision, and local authorities are understood to have the intention of pursuing the point more vigorously. A reminder to the local



FOR LOCAL AUTHORITIES AND BUILDERS: Two sets from a range of kits specially suitable for local authorities, for builders, mobile workshops, etc. Supplied by Stenhouse Equipment Co., Security House, Sykes Street, Hull.

ing from legislation necessitating the provision of a first-aid outfit. Most recent provision is the Offices, Shops and Railway Premises First Aid Order, 1964, under which the premises concerned must be so equipped. It is estimated that only about 30 per cent. of the nearly 1 million premises coming within the scope of the Order have made the necessary provision, and local authorities are understood to have the intention of pursuing the point more vigorously. A reminder to the local



SMALLEST OF RANGE: The smallest (A 162) in the range of Compactoid cases by Cuxson, Gerrard & Co., Ltd.



R.A.C. MOTORISTS' KIT: Motorists first-aid set produced by Cuxson, Gerrard & Co., Ltd.

pective purchaser is loath to inquire about anything not prominently displayed. Many of them fear embarrassment in case the price of an outfit should be much more than they want to spend. The moral, again, is to display and to price. The dealer should be warned also that Statutory Orders and Instruments concerning first-aid outfits are numerous and complicated. The Minister of Labour's first annual report of the working of the Offices, Shops and Railway Premises Act (see C. & D., November 6, p. 459), clearly emphasised that point. Chemists should contact a reputable manufacturer who can quote chapter and verse for any requirement and be certain of supplying the correct equipment. By so doing they will be maintaining an important asset of business: goodwill.

Joint Effort

HOW THE MAW/NPU PARTNERSHIP IS MAKING OUT

THE National Pharmaceutical Union and S. Maw, Son & Sons, Ltd., Barnet, Herts, have been actively co-operating for some time with the declared intention of supporting private retail pharmacy outlets. N.P.U. Holdings, Ltd., has now had a 25 per cent. holding in the Maw organisation for six months — time enough, probably, to give an indication how the link is likely to work out.

The arrangement is essentially one in which Messrs. Maw continue to carry on fully their own activities in active support of the chemist, but add to them identical activities by agreement with the Union and its Marketing Policy Committee (acting through the specially formed N.P.U. Holdings, Ltd. (see *C. & D.*, May 8, p. 468)). Starting-point in any study aimed at showing how the arrangement is succeeding is therefore to take a look at the company.

It is, of course, one of the oldest in the trade, founded as long ago as 1807 and remarkable as having as present chairman a direct descendant of the founder. The name Maw is known to every pharmacist of the present as of many past generations. In the more leisurely days before motor travel the visit at intervals of the Maw traveller was an event of some formality and importance, and from its headquarters, then in Aldersgate, London, the firm was able to cater for the whole of the pharmacist's needs — from specially designed shopfittings and signs to galenicals and sundries. Its



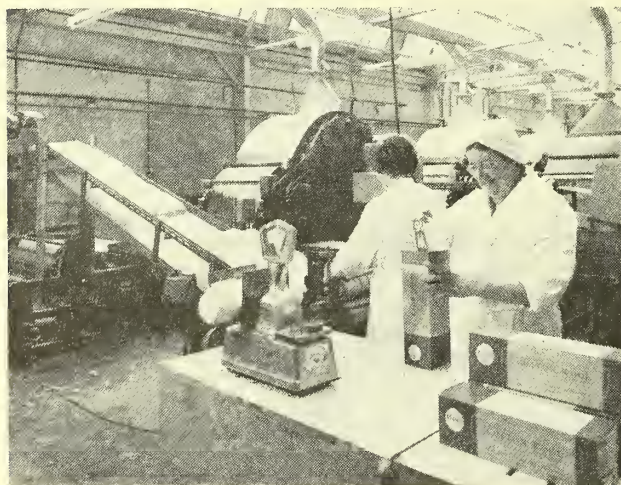
Factory, head office and warehouse of the Maw organisation at New Barnet. Originally in Aldersgate Street, London, the company moved to its pleasant Hertfordshire location in October 1939.

reputation was second to none and its relationships with customers were, in the style of the period, personal and attentive.

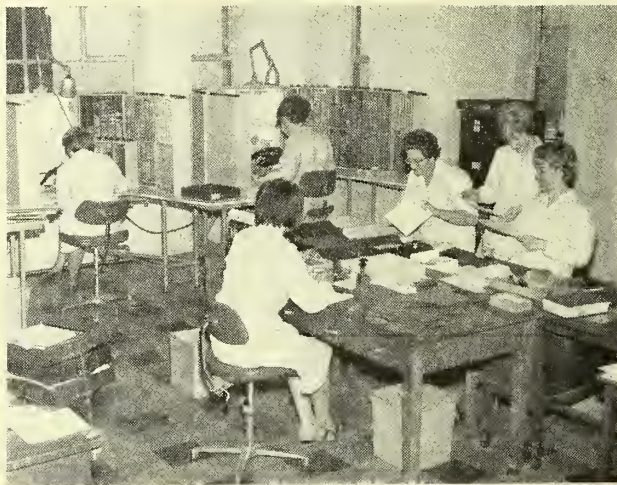
By establishing a factory at Barnet in 1921 and transferring its whole business to the site in 1939 the company became one of the pioneers in that movement that took so many drug wholesalers and manufacturers out of central London to new and more spacious premises on the fringe. In its modern headquarters in pleasant country surroundings the range of activities of the company has undergone many

changes, dictated partly by the location, partly by changing demand, and partly by the changing economic problems of commercial life, yet surgical dressings, baby requisites and pharmaceuticals figure as prominently among them as ever. There continues to be a combination of manufacture and distribution, though both have become more specialised to meet the changing patterns of trade.

The premises comprise essentially two long buildings parallel to one another and bridged at the front by administrative offices. The left-hand build-



Result of recently modernising the cotton-wool plant is improved quality and greater efficiency with a reduced labour force. The two operators in the picture are able to handle the output from a line of carding machines. Four were formerly needed.



New plate invoicing system recently installed. The system eliminates the typing of individual invoice sets and has resulted in savings in time and labour and considerably reduced the chance of invoice errors. The customer receives with the goods a detailed list to compare with the invoice.

ing is given over solely to manufacture, the right-hand to warehousing and distribution. Goods for manufacture are received at the front of the left-hand building and finished products pass at the rear to the warehouse, where they are joined by finished products of other manufacturers. When orders are assembled they pass forward to the front of the right-hand building for loading and delivery to customers *via* the distribution network of Maw's vans and specialist carriers.

The company's manufacture today, organised under the related Felstead Manufacturing Co., Ltd., is principally in two fields. At Barnet are made, on the most modern machinery, a full range of cotton wools and surgical dressings, which are sold principally under the company's own brand names (though now some to N.P.U. specification and with N.P.U. names), and a range of baby products, including especially feeding-bottle teats of advanced (and protected) design. Parts of the process and machinery for making the teats incorporate features elaborated by the company's own engineers and workers.

What is made has to be packed, and in the company's large and resourceful filling and packing hall fully automatic, semi-automatic and hand operations are going on side by side to finish and seal the company's manufactured products and a range of packed goods for the pharmacist's drug counter and toilet and sundries departments, together with a range of pharmaceuticals to both special and British Pharmaceutical Codex formulas.

What is made and packed has to be housed and sold, and the warehousing facilities at Barnet are large, flexible and, under a recent rearrangement necessitated in part by the success of N.P.U. tissue range, highly efficient. Quick stacking and equally speedy removal by fork-lift truck to the order, assembly and dispatch departments are the foundation of the service.

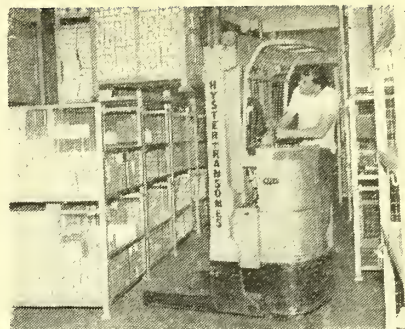
The company's distribution of its own and other manufacturers' goods has recently been expanding rapidly.



Cotton-wool strips being given an accordion pleating on a modern Swiss machine that delivers direct into the carton.

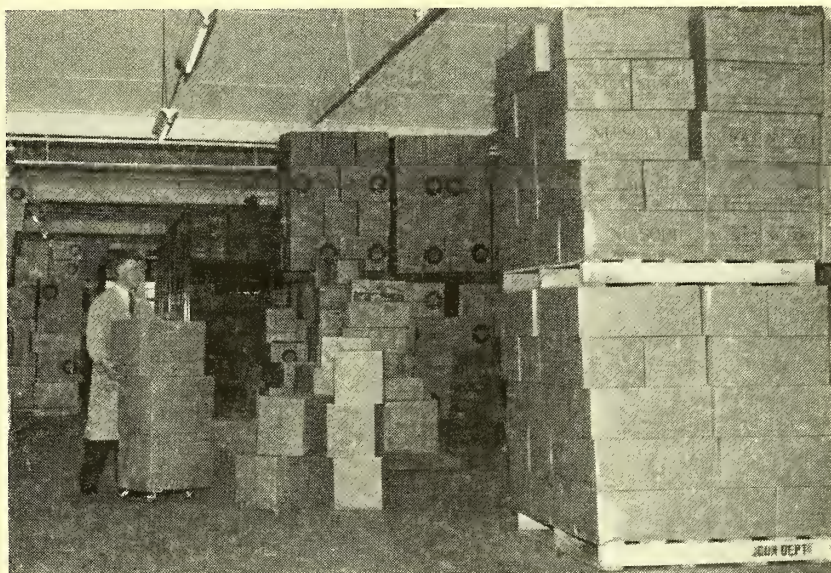
The opening recently of a new *dépôt* at Preston, Lancs, of about 50,000 sq. ft. is both the evidence of growth and the guarantee of still further expansion. Some of the products — paper handkerchiefs are an example — are bulky compared with "traditional chemists' merchandise" (to use the current *cliché*) and the demand for floor space is apt to widen at a compound-interest rate. But the expansion has come about even more as a reward for efficient and speedy handling of orders.

The system that has been developed centres on banks or "consoles" of metal plates, each representing one item or size of merchandise in the range handled. At each console a girl selects the plates for the various items on the customer's order and they are assembled for the printing immediately of a multiplicate form, comprising parts



The modern and spacious warehouse, in which stock is kept on pallets, not shelves, is fully equipped for mechanical stock handling and stock rotation.

contract for manufacture of an item in the range of N.P.U. products has been placed with another specialist manufacturer. To ensure that all the



The daily flow of N.P.U. paper products increases. Illustration shows palletised loads being split up to meet orders from individual chemists.

to serve as assembly instructions, delivery note, invoice and company record. By means of this efficient system the company is able to send a priced advice note with the goods, a facility much appreciated by customers. Within "van range" of Barnet and Preston there are daily deliveries to chemists. Beyond that range the company employs specialist express carriers. It also maintains contact with its customers by means of a force of representatives who are responsible for the merchandising of all products and who visit all chemists regularly. They not only introduce new specialities as they come on the market, but keep a finger on the pulse of what is happening in retail pharmacy, and what possible new lines of development may be called for.

All these facilities are at the disposal of the National Pharmaceutical Union — the distribution facilities even if the

products are maintained at the specified level of quality a quality-control officer of the Union operates from an office in the Maw building.



Loading Nusoft for transit to a customer.

nees of N.P.U. Holdings, Ltd., serve on the Maw board of directors.

Proof of Progress

A visit to the premises provides ocular evidence that a considerable volume of N.P.U. lines is going out

every day, and the total is understood to be increasing at a more than reassuring rate. In other words the symbiosis of commercial company and trade body has already—despite early teething troubles—begun to function smoothly and efficiently, and the

machinery is present for handling quite substantial increases of demand. It will further enable private retail pharmacies to compete in the increasingly competitive retail markets made so much more difficult by recent legislation against resale price maintenance.

108 years of Manufacturing Sundries

FROM THE BORDER TO THE SOUTH COAST

THE district of Solport in Cumberland lies about ten miles from the Scottish border, roughly north of the area between Carlisle and Brampton, and it was there that Nathan Nixon was born in 1828. To the north-east of the district there is still a village named Nixonstown, and possibly the forebears of the founder of Solport Brothers, Ltd., were prominent landowners in their time.

Nathan Nixon came to London with his family and practised as a pharmacist. Later, deciding that manufacturing was possibly more lucrative than the profession, he started making corn plasters in a shed at the foot of his garden in South London. When Nathan died in 1884, his eldest son Albert was but eighteen years of age. He was left to look after his mother and a family of seven brothers and sisters. The business was transferred to small premises near the Borough High Street, from which he continued to manufacture isinglass adhesive plasters, and in due course he bought the business then being carried on by his main competitor, a Mr. Paterson.

The enterprise flourished, and indeed for a time, in spite of its restricted range of goods, provided the sole source of the family income. Bath gloves and straps were introduced, and by then Albert's brothers Cecil and Arthur had joined him, and they named the company after the birthplace of their father. Solport Brothers became a private limited company in 1915.

Direction

For a short while Albert Nixon's two sons and two daughters and a son-in-law were in the business, but all had left by 1938. Mr. Bernard Nixon, the elder son, rejoined the company and served as an external director from 1948, and on his father's death in 1954 became chairman, resigning from the board in 1957. He was succeeded as chairman and joint managing director by Mr. Archie Pilcher, who has been with the company since 1928, and its sales director since 1938; with him are Mr. Stanley Glaysher (1930) as joint managing director, Mrs. Constance Turner (1924), previously company secretary, and Mr. J. G. G. Botting

legal and taxation director). The board has led a happy and industrious team through a period of steady and progressive development, and among the staff of nearly 200 employees are twenty-five with over thirty years' service. Mr. John Tyler (general sales manager) has been with the company for thirty years, and is well known to all wholesalers.

A Product Still Made

The original isinglass corn plasters are still being made in considerable quantities, especially for export markets where, unlike the United Kingdom, which now largely demands the self-adhesive variety, they are still preferred. The variety of products now manufactured is extensive; it includes sponge bags, toilet holdalls, cosmetic bags, powder puffs of every quality, face cloths and a wide selection of special sundries for the perfumery and allied trades; eye shields, wrist straps, smog masks, emery boards, eye baths, finger stalls, goggles, suspensory bandages, baby weighers, loofah goods, vaccination shields, a small range of sports accessories and sundries.

The company's well known Portia trade mark was introduced at a time when the actress Ellen Terry was so popular as the lady barrister of that name in Shakespeare's "Merchant of Venice." Appropriately the word was synonymous with fair dealing. It was natural that Portia's handmaiden Nerissa should be the name chosen for the company's extensive range of powder puffs.

Messrs. Solport also carry a range of quality goods which they assemble or package for resale by wholesalers, such as nail files, tweezers, pumice, animal wool, styptic pencils, tooth picks and many others, including a comprehensive selection of surgical and laboratory glassware. Owing to the large quantities bought on contract, the prices are keen, and substantial bulk stocks are usually available. Export business is promoted vigorously, and Messrs. Solport have agents or principal distributors in most countries into which their goods are allowed to be imported.

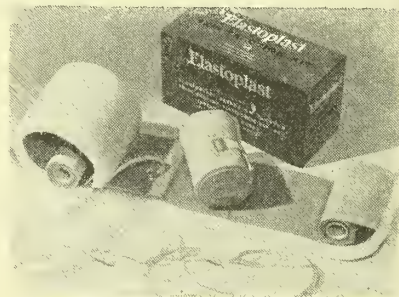
Carefully planned development, training and experience have produced

an unusually high skill in manufacturing high-frequency welded plastic wallets, kits and cases to special designs, and few of the well known perfumery houses have not entrusted some of their most exclusive packaging to the company.

In 1960 the company acquired the surgical and laboratory glassware section of the Anglo-French Manufacturing Co., thereby greatly widening the scope of its activities and services, so that now, on one order and paid for by one cheque, a customer may obtain, at competitive prices, a whole range of sundries, often in a single delivery.

In 1957 the company opened a branch unit at Potters Bar, Herts, to cope with work overflowing from the main factory. This year they have been able to triple the capacity of the original unit as part of a plan to come into operation as the company prepare for perhaps the most important event in its long history.

In 1966 the company is leaving Central London. Owing to the compulsory purchase by the Greater London Council of its freehold premises in Spencer Street, Clerkenwell, the registered offices and main works are being moved during 1966 to excellent and larger premises at Goring-by-Sea, Sussex. There, with room for expansion, and the possibility of a slightly easier labour situation, a greater production should enable them to offer to the wholesalers and manufacturers with whom they have been dealing so long an even better service than at present.



"CHILD" SIZE: Available now from Smith & Nephew, Ltd., Bessemer Road, Welwyn Garden City, Herts, is a children's size Elastoplast skin traction kit containing Elastoplast extension plaster (51 x 2 in.), wooden spreader (2 x 2 in.), foam padding (14 in. long) and Elastocrepe bandage, 2½ in.

SUNDRIES TRADE NOTES

Hot-water Bottles.—P. B. Cow (Li-Lo), Ltd., Liverpool Road Trading Estate, Slough, Bucks, have added two



new hot water bottles to their range: the Quiltair and the Satinaire illustrated.

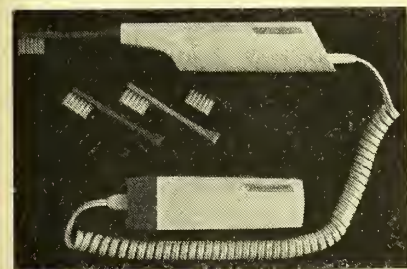
Swimming Caps.—I. B. Kleinert Rubber Co., 91 New Bond Street, London, W.1, draw attention to their extensive range of decorated swimming caps (see *C. & D.*, October 16, p. 389).

Layette Set.—Halox division of the British Xylonite Co., Ltd., Highams Park, London, E.4, have introduced a



new layette set comprising comb, hairbrush, rattle, baby "bite" and soap case in matching colours, all in an oval bowl decorated with a transfer.

Portable Electric Tooth-brush.—New from Ronson Products, Ltd., 352 Strand, London, W.C.2, and just in time for Christmas is a portable version of the automatic tooth-brush. It



comprises power handle, battery container and four different-coloured brush heads, the whole kit fitting snugly into a case the size of a tobacco pouch. The unit works from four tiny U7 batteries.

Preselected Sundries.—For many years Butler & Crispe, Ltd., 80 Clerkenwell Road, London, E.C.1, in addition to carrying comprehensive stocks of "ethical" and proprietary preparations, have specialised in an extensive range of sundries, and each successive year sees a more varied selection than the last: washing squares, cosmetic bags,

holdalls, and gifts especially designed for the baby counter (bibs, rattles, toys, etc.). On another page appears an announcement of selected parcels of face cloths and toilet holdalls. The company welcome new inquiries.

Novelty Nail-brush.—Haetam, Ltd., 63 Corporation Street, Manchester, 4, have recently added to their list a "penguin" nail-brush in which the body of the penguin acts as a stand for the brush, which is removed when the head of the penguin is lifted. The brush has nylon tufts set in a plastic back. The company also offer their range of Fabulo brushes and nylon tail combs.



Rayon Wool.—Snopleat is a superfine rayon wool offered by Smith & Nephew, Ltd., Bessemer Road, Welwyn Garden City, Herts. "Supremely" absorbent, soft and free from nep, Sno-



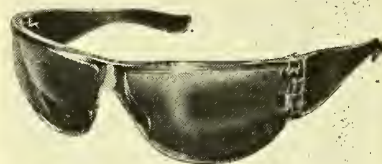
Left: Snopleat fine rayon wool, Right: Spa brushes in conical pack.

pleat is claimed ideal for all cosmetic and nursery uses. It is made in pleated form and packed in a convenient drawstring bag. A "dispenser" stand, suitable for wall hanging or counter display, is available.

Combined Health Lamp.—Philips Electrical, Ltd., Century House, Shaftesbury Avenue, London, W.C.2, have added to their health-lamp list a model that gives both ultra-violet and infra-red rays. Known as the KL7050, the lamp is approved by the British Standards Institution. It incorporates two new safety features: a measuring cord that shows the user the correct distance from the lamp for treatment, and a time-warning device that may be set according to the length of treatment prescribed. Styled in blue and white, the lamp is adjustable and is hinged to fold into a com-

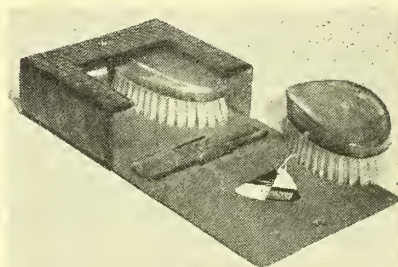
pact, easily stored unit. A pair of protective goggles is supplied free. The KL7050 is available only on prescription.

Protective Eye Shields.—Solarama, latest addition to the range of eye shields manufactured by Safety Products, Ltd., Redhill, Surrey, is of polycarbonate in new, elegant shape. When impact-tested—by an air rifle to 500 ft. per sec. with a 1-in. steel ball, the Solarama withstood the blow without



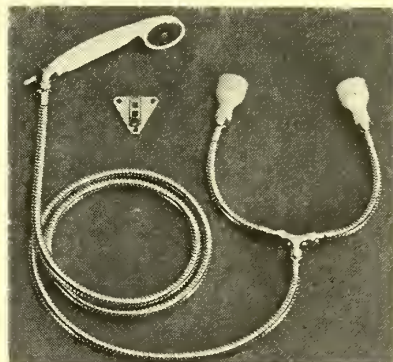
shattering. Strength and general toughness of the material are retained at subzero and high-heat temperatures. The shields are available either clear or smoked. They are suggested as specially valuable for female operatives preferring lightweight protection and ideal for visitors touring factories in which potential danger exists from flying fragments.

Presentation Brush Sets.—Spa Brushes, Ltd., Alma Road, Chesham, Bucks, offer a number of presentation brush sets including a bath set in conical acetate pack (nylon-filled bath



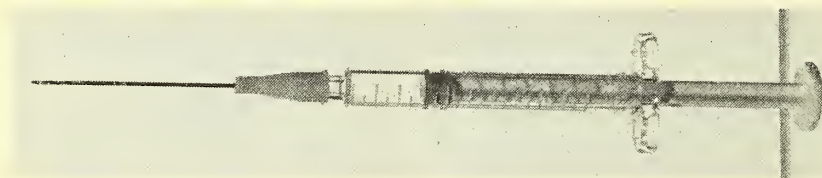
brush with detachable handle and handled nailbrush) and a gentlemen's military hairbrush set (two oval military hairbrushes and comb in grey lizard-skin or black baby-crocodile travel case).

Shampoo and Bath Shower.—A Florida Mini-Shower recently placed on the market by the New Croydon Rubber Co., Ltd., 36 Mitcham Lane, Streatham,



ham, London, S.W.16, is a combined shampoo and bath shower equipped with easy push-on tap connections suitable for all normal bath and basin taps and is supplied complete with chrome-plated flexible metallic tubing, plastic spray head, and three-positional chrome-plated bracket giving variable angles of spray.

Disposable Syringe.—The introduction of a 1-mil disposable syringe completes the Steriseal range of Shrimpton & Fletcher, Ltd., Premier Works, Redditch, Worcs. Because of its structure the new syringe has a cruciform plunger, which is nevertheless stable, allowing complete and easy



control of movement. The graduations, with 0.05 mil subdivisions, conform to the specifications laid down by the Ministry of Health. Suitable for all traditional uses, the new syringe is claimed ideal for injecting small dosages accurately into children. The outer holds 250 in subunits of fifty syringes.

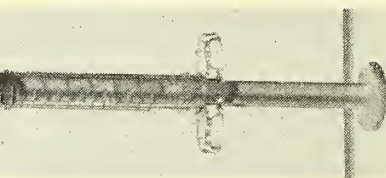
Comfort for Infant Feeders.—Lewis Woolf Griptight, Ltd., 144 Oakfield Road, Selly Oak, Birmingham, 29, have produced a new teat giving "even greater comfort" to babies being fed from the company's "functional" Freflo wide-necked feeding bottle. The longer, smoother pear shape of the new teat, with strengthened tip, enables



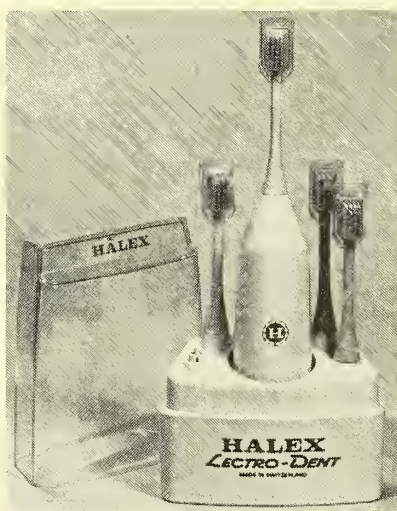
the baby to take the feed by pressing the teat between his tongue and the roof of his mouth, so pushing the feed through the teat hole, instead of merely sucking. "If," say the company, "the shape and texture of the teat are such that baby can only suck and cannot flatten the teat, then a lot of air, as well as food, is swallowed, with resultant wind pains." The new

Freflo teat is made of transparent latex and is available in three flow rates.

Two Varieties.—Latex Surgical Products, Ltd., Preston Works, Sheep Lane, London, E.8, manufacture two new types of household rubber gloves. The Thames "allows for a superior sense of touch," yet gives protection in all domestic conditions and is "ideal for sensitive and delicate feminine hands." The Wonderwear glove is a household rubber glove, with a diamond-pattern exterior and curved fingers that give "a clinging fit and a sensitive touch." Both gloves are made of best-grade rubber latex.



Vibratory Tooth-brush.—Halex division of British Xylonite Co., Ltd., Highams Park, London, E.4, have in-



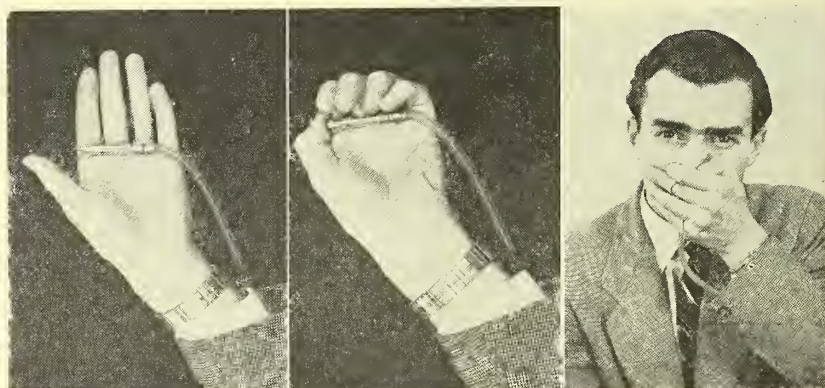
troduced the Lectro-dent cordless vibratory tooth-brush. Powered by a 1.5 volt battery the unit includes four brush-heads in different colours

Sundries in Plastics.—The catalogue of Mendle Brothers, Ltd., Station Ter-

race, Pontygaith, Rhondda, Glam, includes a wide range of plastic articles, ranging from funnels in six sizes to invalid feeding cups in hard polythene or white polypropylene, and cotton-wool "dispensers" in polystyrene, and a variety of measuring beakers, soap dishes, baby feeding utensils and tumblers.

Manicure Instruments.—Henri L. Jaccaz & Co., 32 Shaftesbury Avenue, London, W.1, are importers and distributors of French hand-forged manicure instruments including tweezers, nail and cuticle scissors, nippers and nail buffers. They can offer straight or curved nail scissors 8, 9, 10 or 11 cm. in length. They also list model 70RS1 nail scissors of either 9 or 10 cm. length made in stainless steel. Cuticle scissors are available in lengths of 9 and 10 cm. either straight or curved together with a "miniature" that is 2½ in. and is again offered either straight or curved. The scissors are hand-forged and chrome-plated.

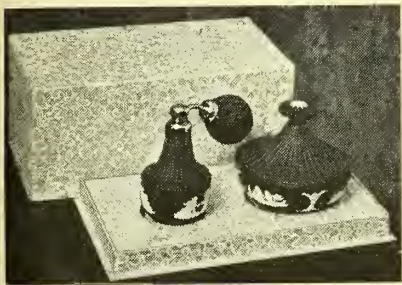
Breathing Device.—The Kidde palm breathing device manufactured by the Walter Kidde Co., Ltd., Belvue Road, Northolt, Middlesex, has been designed to enable the user to obtain oxygen at times when an ordinary mask type of unit would be cumbersome and possibly cause the user embarrassment. The device comprises a small hand-administering unit connected to a comparatively small oxygen-supply cylinder by a length of semi-transparent plastic tube. If required, the semi-transparent tubing may be routed under the user's jacket and along his sleeve, so that the palm unit reaches the hand. In use the second finger is inserted into the loop of the finger hook on the palm unit and the end of the loop is inserted between the third and fourth fingers. The Kidde portable oxygen set, the supply source, may be placed in the wearer's coat pocket. The cylinder operating head is then turned to its "on" position. The hand containing the palm unit is cupped over the nostrils and the plunger at the top of the unit is depressed with the thumb. The action releases a supply of oxygen to the user. The palm unit shown was designed for left-hand use so that the right hand can remain free. A right-handed unit is available for persons normally left-handed. The apparatus is illustrated below.



USING THE KIDDE PALM BREATHING DEVICE: Second finger is inserted in ring; pressure is exerted with the thumb; the breathing unit is cupped over the nostrils.

Sprays in Glass, Porcelain or Metal.

—The "handbag" perfume sprays in the 400 range of Marcel Franck & Co. (London), Ltd., 9 Park Hill, Clapham, London, S.W.4, have a patent non-leak valve action and need only the touch of a finger to release a mist-



fine spray of perfume. The range includes models in glass, porcelain and metal, and every spray is guaranteed for two years. The company also manufacture sprays with Wedgwood jasper-ware bases in classic designs in blue, black, lilac and sage green. The sprays are individually packed in presentation cartons.

Finger-tip Bandages.—Frank Sammeroff, Ltd., 120 Gorbals Street, Glasgow, C.5, have been appointed exclusive distributors in the United Kingdom of the Form-cut adhesive finger-tip bandages manufactured by the U.S. Plastick Bandage Co., Buffalo, N.Y., U.S.A. The bandage, shaped to fit neatly and comfortably around the finger-tip, is claimed "almost invis-



ible." Comfortable and waterproof, it does not leave difficult-to-remove marks when the dressing is removed. The company are issuing the bandage in a pack known as FC20, each containing five Form-cut bandages size $2\frac{3}{8} \times 2\frac{3}{8}$ in. with fifteen strips each $3 \times \frac{3}{4}$ in. in display box containing 1 doz. FC20 packs for sale and six extra Form-cut bandages free for demonstration purposes.

Toilet Accessories.—The catalogue of I. & M. Steiner (1050), Ltd., 5 Charleville Road, London, W.14, includes a range of toilet accessories, among



VARIANTS OF A PERFUME SPRAY: Picture shows four variants of the same basic Marcel Franck perfume spray: In plain glass with outer gilt metal case; in porcelain; in glass (all three shown without their cartons); and (in its carton) a porcelain model bearing a different transfer-pattern.

them the Mini doll $3\frac{1}{2}$ -in. tweezers, mounted twelve (with assorted flat, oblique, pointed and round points) on a showcard. Similarly mounted in dozens are new bell-shaped $3\frac{1}{2}$ -in. nail and cuticle scissors (four each straight and bent nail and two each straight and bent cuticle). The company's super doll sapphire dust nail files, each with white pearlised handle and cleaning point, are supplied each in red plastic sheath mounted on card (four each of $4\frac{1}{2}$, $6\frac{1}{4}$ and 8-in. sizes).

For Baby's Comfort.—Drianaps, claimed to keep baby "dry, comfortable and happy," and manufactured by Sally Pigtales, Ltd., are offered by V. S. Besso & Co., Ltd., 61 Church Street, Manchester, 1. The Drianaps are applied next to the skin. They allow the urine to pass through and to be absorbed by the outer napkin. Easy to wash, Drianaps may be boiled. The packs holds two.

Hood Hair Drier.—A hair drier "with the professional touch," having infinitely variable temperature control, is offered by Philips Electrical, Ltd., Century House, Shaftesbury Avenue, London, W.C.2. A twist of the control, which is numbered 1—10, enables the user to obtain the preferred temperature. The hood hair drier, which may be used with its accessory stand, is styled in powder blue polypropylene and has a 530-watt element.

Time Saved in Ordering.—Macdonald & Son, Ltd., P.O. Box 6, Portland Mill, Ashton-under-Lyne, Lancs, have prepared a handy, quick-reference card containing ranges, sizes and prices of well over 500 lines including the Certor dispensing sundries and surgical dressings, Macdonald household cotton wool and feminine products. Printed both sides in two colours on stout card, the dispensary price card assists the pharmacist in his task of ordering supplies. It brings up to date the 1964-65 Macdonald catalogue.

Blanket Controls Redesigned.—Monogram Electric, Ltd., 296 High Holborn, London, W.C.1, have redesigned the control on their Empress range of electric blankets to ensure greater consumer acceptance. The blan-

kets are in two sizes (single and double with dual control) and in four new colours: geranium, jasmine, French rose and mandarin blue. The package is also new.

Luxury Hairdrier.—Features of the new Ronson 66 hairdrier of Ronson Products, Ltd., Leatherhead, Surrey.



are its large double-walled drying hood and its portability (achieved by means of a shoulder strap and extra-long flex).

Sundries "Not Previously Available."—Bateman-Jackson, Ltd., Lamb Street, Oldham, Lancs, is now an associate company of Seton Products, Ltd., Oldham, manufacturers of specialised surgical dressings. The company has been completely reorganised to deal with wholesale and retail inquiries at the new address, and now offers in a newly produced catalogue a number of new products for professional and general use. Some were not previously available to the public but supplied

only to hospitals and clinics. Among the items supplied are: Tubigrip support bandages, Arthro pads, Tubipads (for pressure sores) and Tubifoam chiropodial and general surgical bandages, nappy liners, etc. The company's catalogue is available on request.

Vaginal Foam.—Delfen vaginal foam manufactured by Ortho Pharmaceutical, Ltd., Saunderton, High Wycombe, Bucks, is an aerosol preparation containing nonylphenoxypolyethoxyethanol. Clinical trials are understood to have shown that the spermicide is effective and well tolerated by the most sensitive tissues.



It is convenient to use and effective immediately. The complete outfit contains an applicator and aerosol vial in an attractive purse. The aerosol vial contains sufficient foam for twenty-four to twenty-five applications and is also offered as a separate pack.

Hot-water Bottles Range.—Elsewhere in this issue Dunlop Rubber Co., Ltd., Cambridge Street, Manchester, 1, illustrate the range of their rubber hot-water bottles.

Health Lamps.—The Health Master prescription health lamp (combined ultra-violet and infra-red) is offered by Barber Electrical Services, Ltd., The Airport, Weston-super-Mare.

Gift Sets.—Gillette Safety Razor Co., Great West Road, Isleworth, Middlesex, offer gift packs of their safety razors. One contains the adjustable Mark II, complete with "dispenser" of Gillette Super Silver blades. The Slim Twist is available paired with shaving cream, a shaving brush,



or both, in special gift coffrets. The Super Silver stainless blades are available in 5-blade "dispenser" mounted individually on special gift card or in a 30-blade presentation pack that reproduces the Christmas tree motif featured in the company's advertisements.



Sprays Through Wholesalers.—The Gardner Co. (London), Ltd., 176 Clapham Park Road, London, S.W.4, offer through wholesalers two series of Atomist perfume sprays in Staffordshire bone china. Designated series FT/1 and series FT/2 the sprays are each delivered in display pack of three.

Suppliers of Sundries.—Sundries and a large range of "prestige lines" are offered by GEORGE SPENCER & SON, LTD., Kynance Place, London, S.W.7.—N.H.S. sundries and dressings, dispensing equipment, etc., can be obtained from BRITTON MALCOLM & CO., LTD., 38 Southwark Bridge Road, London, S.E.1.—A subnormal clinical thermometer obtainable from G. H. ZEAL,

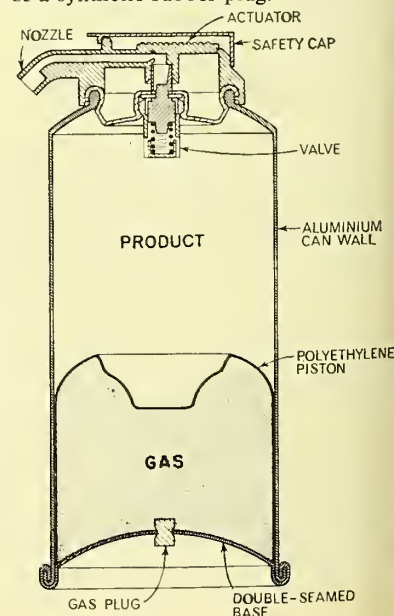
LTD., Lombard Road, London, S.W.19, is described elsewhere in this issue.

Nursing Requisites.—Among the Suba-Seal range of products listed by William Freeman & Co., Ltd., Staincross, Barnsley, Yorks, are a breast reliever (code IC3) now manufactured with a boilable plastic receptacle instead of the original glass unit. The natural rubber bulb has a high-gloss finish. Each breast reliever is individually cartoned. Messrs. Freeman also offer an ear, nose and throat syringe made with a flexible rubber bulb and boilable plastic fitting, in 1 and 2-oz. sizes, each cartoned for display. The code number 5A33 is applied to the Suba clear narrow-necked feeding bottle manufactured from clear plastic.

A NEW PRESSURISED PRESENTATION

A NEW development in aerosol design is the MiraFlo free piston aerosol now available (under licence from American Can Co., Ltd.) through Betts & Co., Ltd., Holloway Mills, Elthorne Road, London, N.19. An important difference between the MiraFlo pack and an aerosol strictly so called is that its contents are discharged as a solid stream rather than as a finely divided spray. Product and propellant are kept separate by means of a domed, free-moving polythene diaphragm or piston, which is sufficiently flexible to form an efficient seal under the pressure of the base-loaded propellant gas. When the valve is depressed the piston is forced upwards by gas pressure thus ejecting the contents of the can. By the new method the possibility of chemical action between product and propellant is avoided, while the non-spray discharge is admirably suited to heavy creams. The construction of the piston ensures that over 95 per cent. of the content is delivered from the can, which has a central depression conforming closely to the shape of the valve assembly. Almost any commercially available valve may be used in conjunction with an actuator and a down-curved spout. The cans are in extruded aluminium and have a double-seamed base bearing a small

hole through which the propellant gas is introduced. The pressurised cans are immediately sealed by the introduction of a synthetic rubber plug.





The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at

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TELEPHONE: CENTRAL 6565

Commendable Collaboration

A UNIQUE collaboration of dentists and pharmacists in Gloucestershire has resulted in the decision to hold a fortnight's dental health campaign from March 7, 1966. During the campaign counter and window displays are being arranged in chemist shops throughout the city and county, their theme: "Your Chemist can help you to care for your teeth."

The progress that had been made in co-operation between chemists and dentists in the county was reported on during a discussion at the first professional session of the British Pharmaceutical Conference meeting in Cardiff in September, when Mr. W. Talvan Rees referred to schemes in which local pharmacists were joining with local dentists in joint efforts in local dental-health education. During October a combined meeting of dentists and pharmacists was held in Cheltenham under the chairmanship of the county dental officer, who referred to an earlier symposium in which two out of six panels had represented dentists and pharmacists. That had been followed by discussions between representatives of the Local Dental and the Local Pharmaceutical Committees and it had become evident that pharmacists could help in three main ways in promoting dental health:—

1. By making the public more dental-health-conscious by special window displays.
2. By advising the public on dental health when selling dental products.
3. By drawing attention to products potentially harmful to teeth (such as undiluted vitamin syrups).

At the joint meeting Professor E. W. Bradford (professor of dental surgery, Bristol University) outlined the scientific background on which to base advice by the chemist. He said there were two main dental diseases, periodontal disease, found mainly in adults and resulting from the neglect of oral hygiene, and dental decay, often found in children as a result of eating "too many sweet and sticky things between meals." It was also thought that the increasing number of young children with severe decay might be connected with increased sales of vitamin syrups which, undiluted, were particularly harmful to teeth. Professor Bradford thought there was a need for all teenagers to be made "as tooth-conscious as girls are beauty-conscious." A good idea would be to try and sell a tooth-brush when making a sale of lipstick. About 80 per cent. of all chemists in the county will be actively supporting, as a pilot

study, the fortnight's dental-health campaign. Apart from one or two basic displaypieces that will feature centrally in all window or counter displays, each pharmacist is at liberty to incorporate his own imaginative ideas and make his own choice of merchandise displayed.

The Gloucestershire pharmacists are to be congratulated on the enthusiastic support they are giving to this pilot study. The topic of pharmacies as information centres has been one upon which a number of members of the Pharmaceutical Society have put forward reservations and this pilot study may well provide useful pointers on the effectiveness and appropriateness of the use of pharmacies in that way. Dental decay is a serious problem. In 1963, among children aged five to seventeen in England and Wales alone, over 9½ million fillings were inserted in permanent teeth and over 1½ million permanent teeth were extracted. The seriousness of the problem brought about a recommendation that fluoride should be added to water supplies deficient in that halogen. The Minister of Health himself has attempted to get unreserved support for fluoridation, but he has not yet been able to secure the support of every authority responsible for water supplies. Thus the Gloucestershire campaign is important, not only as an exercise for pharmacies as information centres but as a vital assay in dental education.

Opportunities for Sales

THE sale of a surgical sundry can provide the opportunity for the pharmacist in general practice to apply his highest professional attitudes during the transaction. The customer is often under some strain, possibly as a result of illness or injury either to himself or to his family or friend, and the purchase commonly involves a product about which he is wholly ignorant, both as to its construction and as to its method of use. In that situation the customer appreciates sympathetic "professional" treatment.

The territory is one in which the pharmacist has few, if any, competitors and in which, by increasing his activities, he can enhance his reputation and that of his profession. The area is one in which product knowledge by the pharmacist, or his assistant, is paramount. Such knowledge is generally only gathered by experience and judgment, and if the most fruitful results are to be enjoyed by the customer (and by the chemist) it is essential to ensure that the staff of the pharmacy are given the necessary background information and shown how to apply it during a sale.

Product knowledge is also essential in the selling of the wider group of articles generally classed as sundries. Valuable help in this field is often to be had from the wholesale sundriesman who, moreover, is usually most willing to share it with any who show interest. Sales opportunities exist that many pharmacists do not appear to be aware of. The Minister of Labour's first report on the working of the Offices, Shops and Railway Premises Act, 1963 (see *C. & D.*, November 6, p. 459) pointed out that in many premises no first-aid box was provided as required by legislation. Yet it is likely that within a stone's-throw of the offender more than one pharmacy is operating. Would it not be wise and profitable on the chemist's part to take the initiative in advising his neighbours what they need to do and letting them know that he can supply the materials needed?

Pharmaceutical Society of Ireland

MONTHLY MEETING OF COUNCIL

THE Council of the Pharmaceutical Society of Ireland, at its monthly meeting in Dublin on November 9, decided to request the Veterinary Medical Association and the Irish Medical Association to meet Council representatives for the purpose of discussing matters of mutual interest. Fears were expressed by THE PRESIDENT (Mr. J. P. O'Donnell) that pharmacists might be by-passed in the operation of the proposed mastitis eradication scheme as they had been overlooked in the current warble-fly eradication scheme.

Effects of Veterinary Trends

The matter arose when MR. R. J. POWER drew attention to the effects current veterinary trends were having on pharmacy. Mr. Power described the position as "very serious" and thought that as the Minister for Agriculture had already announced his intention to embark on a campaign for the eradication of brucellosis and mastitis they should contact the Department to see where they stood. MR. V. G. McELWEE, agreeing, suggested they should draw up constructive proposals for the consideration of the Minister. From what he had been told, he said, the manufacturers had been quite happy with the way in which pharmacists had distributed their products during the previous warble-fly campaign and he was at a loss to know why a change in distribution had been made. He believed the Society should be represented in any future meetings between the Irish Drug Association and the Department.

MR. D. J. KENNELLY said they would have to insist on the place of the pharmacist being recognised in such schemes. An organo-phosphorus compound could be a dangerous poison and should only be supplied through pharmaceutical chemists. It was serious that those compounds were being distributed otherwise than by pharmacists.

While agreeing that the present position was serious MR. T. R. MILLER thought it was all of their own making. He favoured setting up a committee to investigate the whole position in the field of veterinary pharmacy. MR. M. F. WALSH agreed that a comprehensive plan would have to be drawn up and suggested that they should request a meeting with the Minister for Agriculture to discuss the whole position.

A letter was read from Mr. Augustine Stockwell, M.P.S.I., enumerating difficulties facing pharmacists as revealed in statements made by officers of the Society at the annual and at recent monthly meetings. In view of such statements he considered it was almost dishonest on the part of the Society to consider bringing out a brochure attracting students to pharmacy. MR. WALSH pointed out that, of twenty people who had applied for a position in industrial pharmacy recently, only one had been a pharmacist. MR. MILLER, while congratulating Mr. Stockwell on his letter, said it nevertheless was the duty of the Society, as a statutory body, to give facts and figures regarding the profession "without fear or favour." MR. R. J. POWER agreed that Mr. Stockwell's letter was thought-compelling, but said the points mentioned in it had already been discussed by the Council.

MR. R. J. SEMPLE said it was encouraging to see a member taking such an active interest in the proceedings of the Council. "I agree wholeheartedly with Mr. Stockwell's views and do not think that pharmacy at present offers an attractive future to students embarking on careers. We must keep on making the profession more attractive and then we will not have any difficulty getting recruits." THE PRESIDENT pointed out that the pro-

posed publication was not envisaged only as a "recruiting brochure." It was also intended to present a genuine appraisal of the position and offer guidance. He was happy to see Mr. Stockwell's interest.

MR. KENNELLY congratulated the Irish Pharmaceutical Association on the first issue of *An Cógaiscoir*, and said that the editorial staff and all associated with it deserved the best wishes of pharmacy. He hoped the next issue would give a detailed account of Pharmacy Week. MR. H. P. CORRIGAN drew attention to Xrayser's comments concerning Pharmacy Week in the November 6 issue of THE CHEMIST AND DRUGGIST and expressed approval of Xrayser's sentiments in the reference to the function.

MR. KENNELLY reported that since the previous meeting representatives of the Council had met representatives of the Pharmaceutical and Allied Industries' Adaptation Association to discuss quality control of drugs. It had been decided to secure the views of the medical and veterinary professions. The views of the Pharmaceutical Society and of industry had already been submitted, and a draft copy of agreed proposals was being prepared, following consultation between academic representatives and representatives of industry. The Society's representatives had stressed that the proposed quality-control laboratory should be an independent unit. The proposals now being drafted were important and affected each individual. For that reason he was anxious that each member of the Council should be supplied with a copy before a final decision was taken.

Registration in Kenya

THE REGISTRAR (Mr. J. G. Coleman) reported that he had written to the Ministry of Health and Housing, Nairobi, over the registration of pharmacists in Kenya and pointing out that a citizen of that country who had qualified with the Society had been unable to get on the Register there, though eligible to practice in various other countries. In reply, he had received the following letter

"Ways and means are being sought to accept pharmaceutical qualifications, other than those of the United Kingdom, to enable pharmacists to register in Kenya. The Pharmacy and Poisons Board has proposed the following qualifications for acceptance: (1) The applicant should possess a degree or diploma in pharmacy of an Institute approved by the Board; (2) the applicant would undergo a period of training of not less than one year under the direct supervision of a registered pharmacist on premises approved by the Board; (3) the applicant shall pass an examination as prescribed by the Board. Regarding (1), the Board feels that the following academic training should be the basis for entrance:—(1) Entrance to the pharmacy course should be after attaining the G.C.E. A-level Higher School certificate in physics, chemistry, biology or botany or zoology or mathematics; (2) three years' full-time academic training. In order that my Board can favourably compare the standards of Irish qualifications with our own, would you please submit a complete syllabus, giving educational requirements for commencement and the period of full-time training as practised at Dublin University?"

THE REGISTRAR said that he had forwarded the necessary particulars.

A letter was received from Mr. Aidan McSweeney (president, Cork Pharmacy Week Committee) conveying its members' thanks to the president and Council for having held the annual meeting and the October Council meeting in Cork during Pharmacy Week, and saying that both he and the members were gratified that so many Council members had been able to attend. THE PRESIDENT said it had been a rewarding week and had given a great fillip to pharmacy. A letter was also received from Mr. J. Carroll

saying that, as a result of the stimulus given by Pharmacy Week, the Cork Association had formed a committee to conduct post-graduate courses in Cork for pharmacists in the south. The letter added that the Association would be pleased if the Council would assist with advice and equipment. Satisfaction was expressed at the Cork decision, and MR. WALSH proposed that the Post-Graduate Education Committee should be asked to assist.

MESSRS. LOUGHMAN and MILLER thought the best thanks of the Council should be conveyed to the Cork Association and to the Irish Pharmaceutical Association for their part in organising Pharmacy Week.

THE REGISTRAR reported that he had received £11,000

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN NOVEMBER MEETING OF COUNCIL

(Concluded from THE CHEMIST AND DRUGGIST, November 13, p. 000)

THE Council discussed the topic of "The Pharmacist and Health Education" in the light of the paper read by Mr. A. Aldington at the British Pharmaceutical Conference in September. The publications department was asked to investigate and report on the possibility of preparing special material for pharmacists similar to what was available to pharmacists in France.

The minutes of the meeting of the Education Committee were presented by PROFESSOR BECKETT, who had presided in the absence of its chairman (Mr. Maplethorpe). The Committee had considered information received from overseas pharmaceutical authorities whose qualifications are recognised by the Society on a basis of reciprocity. It was agreed to send a questionnaire to those authorities that would enable the academic standing of their qualifications to be compared with the current qualification in Great Britain.

The Privy Council was reported as having approved an alteration of the examination regulations whereby the second practical examination in pharmaceuticals II (practice of pharmacy) would be regarded as the practical examination in pharmaceuticals III.

Persons registered as "student" during October totalled 129, against 145 in October 1964, making 384 registrations for the year, against 514 in the corresponding period of 1964.

Repeats on N.H.S. Prescriptions

The minutes of the Practice Committee stated that an inquiry had been received from the British Medical Association asking for the comments of the Society as to the feasibility of permitting repeats on N.H.S. prescriptions. It was agreed that the Association should be informed that the Council was in favour of repeat prescriptions in principle and that the Central N.H.S. (Chemist Contractors) Committee should be approached as the appropriate body to deal with the matter.

The Organisation Committee, in the absence of the chairman (Mr. Tristram) had met under the chairmanship of Mr. R. DICKINSON, who also presented the minutes. He outlined the basis of the proposed income and occupation survey (see *C. & D.*, November 6, p. 455).

Encouraging reports from Stoke-on-Trent and Edinburgh on the staging of the "Medicines—With Care" exhibition showed that the Society was making a real impact in its campaign to make the public aware of the dangers of medicines improperly stored or used. Extension of the publicity in 1966 had been considered, especially in areas where the whole exhibition could not be staged, or as a "follow-up" in areas where the exhibition had already been presented. An estimate of cost to the Society had been requested for consideration in December.

When the minutes of the meeting of the Finance and General Purposes Committee were discussed, the vice-president (MR. A. ALDINGTON) congratulated the treasurer

from the Department of Education, being the amount of the grant provided in aid of pharmaceutical education for the financial year 1965-66. It was the third such grant from the Department.

Arising out of the Law Committee report, it was agreed to forward a number of forged prescriptions to the Department of Health in order to draw attention to the difficulties encountered by pharmacists in enforcing the Control of Sale Regulations. Subject to the opinion of the law adviser, it was recommended that proceedings should be instituted against a pharmacist and a trader for breaches of the regulations.

(To be concluded)

on the work he had done for the Executive Councils' Association in the past two years, in his capacity as president of the Association during 1964-65, particularly on the way he had conducted the national conference at Scarborough in October and on his presidential address. Messrs. Tristram and Sparshott endorsed Mr. Aldington's remarks.

A proposal to make available a "popular" set (to retail at about £3) of forty colour transparencies of poisonous plants and fungi had been considered by the Publications Committee. The Council recommended that work should proceed, and that the possibility should be investigated of allowing a trade discount to pharmacists who might wish to offer the sets to members of the public.

British Pharmaceutical Codex Supplement

It was recommended and agreed that the 1966 Supplement to the British Pharmaceutical Codex 1963 should come into effect on August 1, 1966.

It was reported that in one case before the Ethical Committee, a pharmacist who had circulated to a number of doctors, for exhibition in their surgeries, cards showing his hours of business was being sent a letter expressing the Committee's strong disapproval of his action; he had withdrawn the cards on request.

The pharmacist principal of a corporate body had submitted for consideration specimen films advertising cosmetics which he had been offered for exhibition on the local cinema screen. The Committee asked the Council to inform him that any advertising on cinema screens is unacceptable. The Committee had also considered the use of a former pharmacy as a collecting point for N.H.S. prescriptions and recommended that the local Pharmaceutical Committee should be informed that, owing to their association with the sale of medicines, the premises were not acceptable for the purpose, and that an alternative collecting point should be established if the service were to continue.

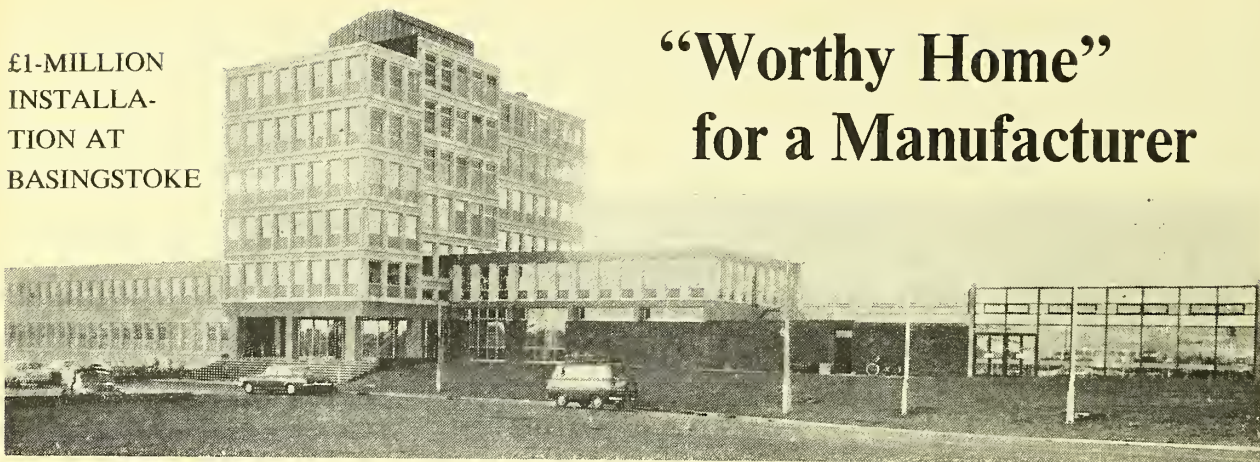
It was felt that the Society could make certain suggestions for minor amendments to the Consumers' Association booklet "Ailments and Remedies" before any future revision of the booklet was published, and that the Association should be so informed.

The work of a joint panel of representatives of the Society and the Association of the British Pharmaceutical Industry, set up to consider the technical problems of marking tablets, was reported. It was resolved to ask the panel to continue the work with a view to preparing a scheme whereby all tablets having an acute toxicity could be identified and classified in toxicological groups.

THE PRESIDENT reported with regret the deaths of William Cooper (a former head of the Bristol School of Pharmacy), who had been a member of the Society's Council, 1954-57, and of Donald William Hudson, Hove, a former member of Council and president of the Society, 1957 and 1958. The Council stood in silence for a few moments as a mark of respect to their memory.

£1-MILLION
INSTALLA-
TION AT
BASINGSTOKE

"Worthy Home" for a Manufacturer



FOR over half a century the Crookes Laboratories were a relatively small independent manufacturing house uniquely scientific in its origins [the company was founded to exploit commercially the discovery that metal ions inhibited bacterial growth] and almost equally individual in its subsequent development.

Parental Influence

Acquisition of the company in December 1960 jointly by Arthur Guinness, Son & Co., Ltd. (60 per cent.) and Philips Industries, Ltd. (40 per cent.) introduced the likelihood of important expansion, which is now coming into evidence. Concrete demonstration of the influence of the company's "step-parents" is the company's new headquarters building at Basingstoke, Hants, formally opened by Lord Florey on November 5. The company's history had obviously influenced Lord Florey in his remarks. "While reading about the origins of the company, I couldn't help reflecting on the very great changes that had occurred in the availability of therapeutic measures since the time when I first studied medicine," he said. There had then been few really effective drugs, or indeed preventive or therapeutic treatments of much value, except for surgery. There had been morphine, atropine, cocaine and a few other alkaloids, aspirin and other salicylates, salvarsan and anaesthetics like ether and chloroform. Immunisation was still in an early stage of development. In preventive medicine Britain had been fortunate in having early realised the importance of the "accessory food factors." (The important part the company played in the manufacture of halibut oil would be noted by visitors to the new building.)

By contrast with his student days there were today an array of therapeutic agents and many effective ways of preventing disease. The phenomenal growth of the pharmaceutical industry during the period was the result of acute scientific experiment and the determined development of the scientific results on a large-enough scale to supply the required materials in quantity. The expansion had placed a heavy responsibility on the pharmaceutical industry, which was primarily responsible that no product with potentially dan-

gerous characteristics should be put on the market. There would be mounting pressure for assurances on the safety of drugs and pharmaceutical preparations such as vaccines. "In general we do not expect to take the risk of having our kidneys or livers rotted by a drug used to cure an occasional headache. On the other hand, if we are suffering from cancer . . . we should be prepared to run great risks." Today, said Lord Florey, it would be difficult to get rapid acceptance for penicillin for general use. Animal tests had been done, of course, before penicillin had been tried on man, but fortunately mice had been mainly relied on for the purpose, for in them toxic effects appeared only after relatively huge doses. Penicillin had already been successfully used in man when it was discovered that guinea pigs were killed with quite small doses of the substance. Today such a discovery could delay the use of even a good drug for many years.

High Standards—at a Cost

The company's new laboratory had been built to ensure meticulous control over the manufacture of drugs at every stage, and its existence would undoubtedly enhance the high reputation the Crookes products already enjoyed. Note should be taken that activities such as were going to be carried on in the new building added to the price of drugs and pharmaceutical products. State-run enterprises could and did make great discoveries, even in the United States, but the argument that the State could produce cheaper drugs and products than private enterprise needed close examination. The great efforts needed to develop and test promising compounds was extremely expensive, and there was no reason to believe the taxpayer would undertake to meet those costs with any more enthusiasm than he did the making good of deficits on railways and airlines.

Lord Florey had been introduced by the chairman of the company (DR. F. A. ROBINSON), who referred to Lord Florey's prominent contribution to the epoch-making discoveries of the potentialities of penicillin.

The managing director of the company (MR. M. E. ASH), who proposed a vote of thanks to Lord Florey, said that the Crookes Laboratories set out

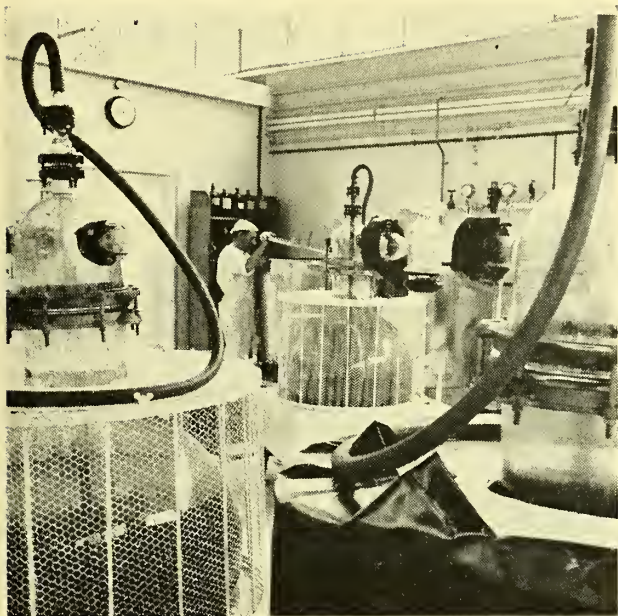
to help patients solely through the agency of the doctor. The attempt was therefore made to keep continually aware of doctors' problems. That was done through the medical representative. At Crookes they certainly did not believe that the established form of medical representation (or medical advertising) was the ultimate, but they did take seriously the business of communicating with the doctor, and they believed it to be a two-way process. It would be noticed that, in the new building, the marketing departments were placed centrally, close to the development laboratories and to the quality-control section. It was felt that doctors would only get the full benefit of the company's products if they had complete confidence in their quality and stability after leaving the factory.

In addition to its medical products, the company had a thriving veterinary business, which had placed it among the leaders in the industry in this country. The associated Philips-Duphar organisation had made an outstanding contribution in that field, and the fruits of its research, like those of the [Guinness] Twyford Laboratories, were available to the company.

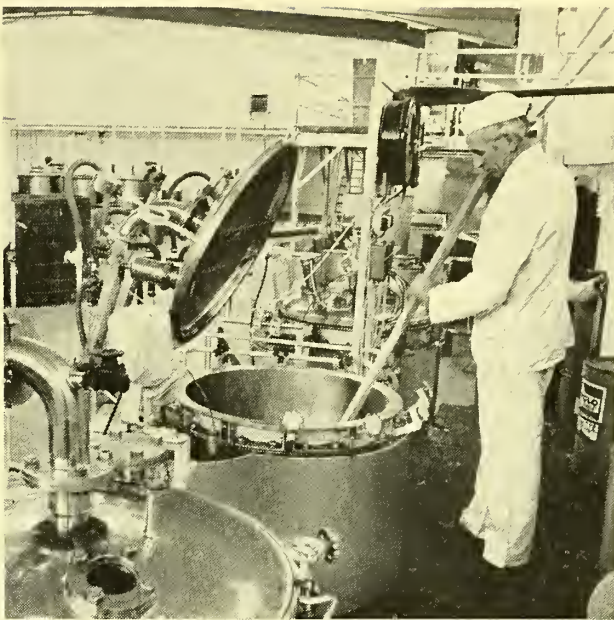
Mr. Ash thanked the "parent" companies for being so far-seeing as to finance the new buildings and much more at a time when the industry could seem a bad bet for any investor. The industry was now engaged in what appeared to be developing into the most penetrating inquiry into any pharmaceutical industry in the world so far. While he believed in the right, in fact the duty, of the Trades Union Congress to state publicly its point of view on the industry, there was every indication that, in its recent memorandum, it had given little thought to the underlying problems of the industry. He did not know of any pharmaceutical-industry executive having been approached by those responsible for preparing the T.U.C. submission.

Planning of the Premises

The new works and offices occupy 130,000 sq. ft. of an 11-acre site on the Houndmills industrial estate at Basingstoke. In its planning of the more than 1,000 "events" or "activities" to be accommodated, the management technique called "Pert" (programme evalu-



Laboratory for bulk manufacture of injectable products.



Preparing an injection solution of a veterinary iron preparation.

ation and review technique) was applied. Manufacturing areas are provided for liquids (oral and topical), vitamin oils, powders, injectables and tablets. A centralised electronic switchgear control board allows one man to supervise all machines in each area, and the products pass by pipe-line to the filling areas.

In the liquids manufacturing area around thirty different products are made in batch sizes ranging from 10 to 700 gall. The mixing and storage vessels, mobile pumps, homogenisers and filter presses are in stainless steel, except at the first (corrosive) stage in the preparation of two iron products. A large central plant supplies demineralised water, and distilled water is also on tap. Vitamin oils are segregated from other liquids because of the odour of the natural fish oils before they are clarified, deodorised and standardised into vitamin oils.

Areas of Specialisation

The filling of a number of powder preparations is carried out in the manufacturing area, so as to avoid powder contamination in the packaging hall and to cut down materials handling. (The colour of the walls has been chosen to blend with Crookes' own powder colours.) An area reserved for the preparation of injectable products (human and veterinary) is divided into a non-sterile manufacturing laboratory and a sterile filling unit, plus a small sterile laboratory. A separate autoclave room is used for the sterilisation of certain products after filling, and all filled ampoules and vials are examined in a separate inspection room. Containers enter the sterile filling area after washing and sterilising only through oven, autoclave or ultra-violet lock. Personnel are able to pass into the sterile filling area only via washing annexes and changing rooms. The whole area is under positive pressure.

In the tablet manufacturing area fifteen different types of tablet are pre-

pared in a range of sizes. Present capacity of the unit is about 60 million plain and 20 million coated tablets a year.

In a separate flame-proof area are a chemical manufacturing section for the production of a veterinary iron-injection product (output about 25,000 litres of finished product per year), and a section devoted to a biochemical extraction process for the preparation of corticotrophin (ACTH) from pig glands.

In the packaging hall, where all products are filled into containers, labelled and cartoned, there are six conveyor belts, two for general liquid filling, one from creams, one for Lacto-calamine lotion, and another for capsules. After having been filled and labelled, the batches are transferred to a finished goods store, which currently accommodates 140 products in 300 pack sizes.

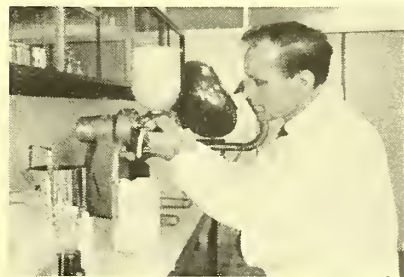
The laboratory block comprises, in three stories, a development department, including a certain amount of pilot plant; an analytical department (level with the production area to assist continuous liaison between the two) with both chemical section and a microbiological sections; and a pharmacology department, in which assays requiring biological procedures are performed, as well as a certain amount of toxicity testing.

The administration blocks consist of a ground-floor entrance foyer, five additional floors containing the commercial offices, and a basement housing the archives. Behind the foyer is a data-processing department. All orders coming in are received by an order-editing section of the sales department, the edited orders being then transferred to the data processing unit. Invoices are automatically produced from a tabulator and copies distributed to the dispatch department for order assembly and subsequent distribution.

The company's medical marketing department concerns itself with both "ethical" and "public" products (none

available from grocers or supermarkets). For several years the company has laid claim to be regarded as specialists in four "ethical" fields with its specialities Duphaston oral non-contraceptive progesterone, Influvac influenza vaccine, Corticogel long-acting preparation of ACTH, and Duvadilan vasodilator. In active preparation for issue are a new formulation of ACTH in carboxymethyl cellulose for easy administration in rheumatoid arthritis, multiple sclerosis and asthma, and a new baby cream incorporating an extract from duckling feathers (used for its waterproofing properties in the prevention of nappy sores).

The medical marketing department has shown considerable imagination, and long-term confidence, in launching for medical men, with the assistance of Cambridge Consultants (Training), Ltd., a series of "programmed reading" booklets standard in format but without mention of any of the company's specialities. First series of four has been on the endocrinology, diagnosis and treatment of gynaecological diseases. The venture is understood to have had a high percentage response in communications from recipients, and to have resulted in a rising interest in and demand for the company's medicinal specialities in general.



A pharmacist at work in the development laboratory.

Searchlight on the Chemical Industry

HIGH IMPORTS AGAIN ATTACKED

WHILST the chemical industry's performance had in many ways been excellent, its record where the balance of payments was concerned had this year been "disappointing," said MR. GEORGE BROWN (Minister for Economic Affairs), when he gave the opening address at the first one-day conference organised by the Economic Development Committee for the Chemical Industry on November 15. Exports during the first nine months of 1965 were 6 per cent. up on the comparable period of 1964 but imports had risen by 12 per cent. He added: "The export figure itself is obviously an encouraging one and an excellent one but, faced with that vast rise in the import bill, then the balance overall becomes an exceedingly disappointing one indeed."

Imports Must Continue

Mr. Brown said that both his department and the National Economic Development Office recognised that imports were bound to continue on some scale because of the nature of the industry. Specialisation in the manufacture of certain chemical products had become an accepted fact, and that inevitably involved a certain amount of international trading, but there was considerable scope for producing competitively more of the chemical products that are being imported.

Mr. Brown was followed by MR. G. H. BEEBY (chairman, Economic Development Committee for the Chemical Industry) who chaired the conference and outlined the work of the Committee. He said one matter which had emerged was the inadequacy of the available statistics relating to the chemical industry. The absence of important figures relating to some particular investigation, he said, could cause a complete holdup in the Committee's work and they hoped to make recommendations to improve that position. The subject of statistics was full of difficulties, especially to the Board of Trade, because questions of confidentiality of information were involved. They had also held discussions with the manufacturers of chemical plant on delivery times and the capacity of the engineering industry to meet the manufacturing end's requirements. Paying a tribute to the industry for their help through Working Parties, the chairman said he now wanted to tap the medium and small companies for their contribution in both effort and wisdom.

MR. M. J. C. HUTTON-WILSON (director, Albright & Wilson, Ltd., and a member of the E.D.C.), explaining the rôle of the chemical industry in the National Plan said that in terms of output the chemical industry came second only to the construction industry. It was 15 per cent. larger than mechanical engineering, and twice as big as electrical engineering. Output, based on 1964 prices, was £1.410 millions in 1960; £1,760 millions in 1964, and the National Plan provided for £2,800 millions in 1970. That was

equivalent to an average annual percentage increase of 5.6 per cent. in the period 1960-64, and 8 per cent. in the period 1964-70.

The chemical industry was an international industry, and consequently comparative performance must be measured internationally. In the free world ranking list, the U.K. chemical industry was third in size to the United States (which was $5\frac{1}{2}$ times greater), and Western Germany marginally greater, whilst in European terms, the U.K. industry was about half the size of that of the whole European Economic Community. In a capital intensive and highly technical industry, such disparities of size were important and with the significant change of outlook of two successive Governments, from protection to freer trade, and from a freer to a more closely planned national economy, the chemical industry was not alone in appreciating that it would have to face formidable problems in the future. The only valid yardstick from now on was performance comparisons with major world competitors, and in that great and growing international industry, it was clear that monopolies no longer existed, except in an international context.

It should be recognised that whilst the Government must plan for the public sector, the preparation and successful implementation of any plan for the private sector must depend on the willingness of industry to support national planning. Perhaps the most important aspect of national planning was the possibility of attaining more steady and greater growth without inflation, thus allowing to plan ahead with confidence. For that, the chemical industry depended to an unusually large extent on other sectors of industry and the growth rate of the national economy as a whole.

Investment Needs Planning

A clear indication of future demand was vital to an industry investing nearly £300 millions a year, without some degree of national planning, the industry inevitably must be working largely in the dark. It was here that the National Plan and the Economic Development Committee for the Chemical Industry should be able to give a real lead to the industry, by indicating to it the rate of growth in demand which could be expected in the context of the overall postulations for the economy. Mr. Hutton-Wilson said that the chemical industry would like to see the Government making full and free use of the services already existing within industry, through the industrial association and trade union structure. "Clearly the national objectives are more likely to be achieved by inviting the co-operation of industry, and by using the services and expertise that already exist in industry as opposed to the setting up of a large bureaucratic administration," he added.

In the end analysis, the objectives can never be achieved by direction or

control. They will be achieved only by the acceptance of change and by co-operation of all those who comprise the industry. The speaker concluded:

"From the industry's point of view, the task, if it is to be accomplished, is not for the few larger companies alone. The handful of the large companies, big as they are, accounts for only about half the total output of the industry. The other half, amounting to approximately £800 millions a year, is in the hands of medium or small firms. It is not the major mammoth petrochemical plants alone that must carry the burden. The small-scale manufacturers of the more sophisticated toiletries and the like are all of equal importance. Thus the task is one for each individual firm, and for each individual in that firm."

Addressing the conference on ways of improving exports, MR. J. H. TOWNSEND (general manager, control groups, Imperial Chemical Industries, Ltd.), said that one of the easiest things in studying exports in general and chemical exports in particular was to get "bogged down in a mass of statistics." The range of chemical exports was very wide and included a few product groups—pharmaceuticals and cosmetics were examples—which were consumed by the public. On the whole that was not true of the major part of the industry's output. In plastics, pharmaceuticals, dyestuffs and inorganics, Britain did a seventh or eighth of world trade. In some sectors Germany did a lot more, for example in organics, plastics and dyes. They evidently found export business in them profitable.

The import side of chemicals was examined by MR. G. F. ASHFORD (chairman, chemicals and plastics group, Distillers Co., Ltd.). He said that the part of the "Little Neddy" report (see *C. & D.*, September 18, p. 282) given most publicity was the conclusion that chemical imports could be cut by £30 millions a year. Mr. Brown too had underlined the point but Mr. Ashford said the figure was in no sense a commitment. It was not even a target. Until more study was given to the problem "we have no real idea whether a more appropriate figure is £10 millions—£50 millions—or zero." He made a plea to all companies to consider carefully before invoking their right to have import statistics suppressed. "We must ensure that we are not adding to our area of ignorance by our own hyper-sensitivity about secrecy."

Manpower Position

MR. J. WILLIAMS (national secretary, Transport and General Workers Union's chemical and allied trades group) speaking on manpower in the industry, admitted that output per employee in the North American chemical industry was "significantly higher" than that in Europe. The U.K. was "no better and no worse than the rest of Europe." The indications were that we compared unfavourably with West Germany.

TRADE REPORT

The prices given are those obtained by importers, or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, NOVEMBER 17: Generally quiet trading conditions continued in the markets during the week and most CRUDE DRUG prices were repeated.

PEPPERS fell sharply and Cochin GINGER was down 10s. per cwt. for shipment. Chinese MENTHOL was easier by sixpence per lb. on the spot following an easier tendency at origin. MERCURY fell by another £20 per bottle of 76 lb. to a new level of £200. MERCURIALS are expected to reflect the lower price in the near future. Among AROMATIC SEEDS Indian produce was lower while Moroccan was firm, particularly FENUGREEK which advanced to 65s. per cwt. on shortness of stock. TURMERIC was quoted at 118s. per cwt., c.i.f., against 114s. in the previous week. Scarcity of WITCH HAZEL LEAVES caused a sharp rise—of the order of one shilling per lb.—in both spot and forward quotations. Talks have been held in London between the Colonial Office and a delegation from the St. Vincent Arrowroot Association concerning difficulties in the arrowroot industry. A satisfactory arrangement is said to have been made for the future financing of the Association and the industry.

Shipments of Tinnevely SENNA from the port of Tuticorin during October were as follows:

	U.K. tons	U.S. tons	EUROPE tons
SENNA	—	—	30
PODS	—	—	30
LEAVES	—	22	34

No new crop prices for SAFFRON have yet been received. It is expected that quotations will show no significant fall because of the small carry forward from the old crop, even though the new crop is said to be better than last year. Italian SQUILL was down 5s. per cwt.; and GUM ACACIA by 2s. 6d. On the other hand CANADA BALSAM was dearer by 1s. 6d. per lb.

In ESSENTIAL OILS, dearer per lb. were spot LEMONGRASS (by sixpence) and PATCHOULI by 2s. 6d., while Ceylon CITRONELLA for shipment was up one penny. PEPPERMINT (*Arvensis*) was easier. Rhodesian ORANGE will now have to bear import duty but the date of operation was not clear at the time of going to Press. It was presumed that goods shipped after U.D.I. will be subject to duty. At the moment sales of the new crop oil are in full swing.

Higher COPPER prices arising out of the Rhodesian situation will mean increased prices for the salts.

Pharmaceutical Chemicals

Prices below may be subject to temporary import surcharge.

ACETANILIDE. — Crystals, one-cwt. lots, 3s. 6d. per lb.; 5-cwt., 3s. 5d.

BENZYL BENZOATE. — B.P. in 1-ton lots, 4s. 6d. per lb.

BROMIDES.—Crystals (per kilo):—

	Under 50 kilos	50 kilos
	s. d.	s. d.
POTASSIUM* ...	6 3	5 8
SODIUM ...	6 3	5 8
AMMONIUM ...	7 2	6 7

*Powder is fourpence per kilo more.

BRUCINE.—In 1,000-oz lots, ALKALOID is 19s. per oz. and SULPHATE, 17s. 6d. per oz.

CANTHARIDIN. — Per oz. 222s. 6d. for 4-oz. lots.

CARMINE.—One-cwt. lots are 180s. per lb.

CORTISONE. — One-kilo lots, ACETATE 4s. 6d.; HYDROCORTISONE ACETATE or ALCOHOL, 4s. 6d. per gm.

CYCLOBARBITONE.—Under 25 kilos: B.P., 73s. per kilo. CALCIUM, 80s. per kilo.

ERGOMETRINE.—MALEATE, B.P., 152s. per gm. for 5-gm. lots; ERGOTAMINE TARTRATE, 29s. 6d. per gm. for 100-gm. lots.

HEXAMINE. — B.P., 1s. 6d. per lb. for 1-ton lots, delivered in 1-cwt. bags, Technical is 1s. 5d. per lb.

HEXAMINE MANDELATE. — 50 kilo lots, 27s. per kilo; 1,000 kilos, 23s. 6d.

HOMATROPINE. — 16-oz. lots (per oz.): ALKALOID, 30s. 6d.; HYDROBROMIDE, 24s. 6d.; HYDROCHLORIDE, 28s. 6d.; METHYLBROMIDE, 25s. 6d. 7-oz. rates are 1s. 6d. per oz. above those rates.

HYDROGEN PEROXIDE.—For 27.5 per cent. by weight, £115 per ton; 35 per cent., £138.

IODINE.—Resublimed in less than 50-kilo lots, 30s. 6d. per kilo; 50 kilos and over, 29s. 9d. Minimum delivered rates for CRUDE is 18s. 7d. per kilo.

LACTATES. — CALCIUM, B.P., 270s. per cwt. in 5-cwt. lots and 280s. for 1-cwt. per lb.

LACTOSE. — B.P. in 1-ton lots packed in 1-cwt. paper-lined sacks, £129 10s. per ton delivered in the United Kingdom.

LEAD ACETATE.—B.P. crystals, 4s. 5d. per kilo.

METHYL PHENOBARBITONE. — B.P.C., 78s. per kilo for less than 25-kilo lots.

METHYL SALICYLATE. — Five-ton lots, 3s. 2d. per lb.; 1-ton, 3s. 2½d.; 10-cwt., 3s. 3d.; 5-cwt., 3s. 6d.; 1-cwt., 3s. 8d.

METHYL TESTOSTERONE.—Per kilo, £95.

NARCOTINE. — ALKALOID and HYDROCHLORIDE, 11s. 4d. per oz. (399s. 6d. kilo) for under 35-oz. lots. Containers below 1-kilo charged 1s. 6d. per container.

NEOMYCIN. — SULPHATE, B.P., 590s. per kilo; 5-kilos, 550s. per kilo.

OPIATES.—Home trade prices (per kilo) subject to D.D.A. Regulations.

	1 kilo and over	Under 1 kilo
	s. d.	s. d.
CODEINE	1,903 0	1,939 0
ALKALOID ...	1,665 0	1,701 0
HYDROCHLORIDE ...	1,445 0	1,480 0
PHOSPHATE ...	1,665 0	1,701 0
SULPHATE ...	1,762 0	1,798 0
MORPHINE	2,159 0	2,194 0
ACETATE ...	1,762 0	1,798 0
ALKALOID ...	1,762 0	1,798 0
HYDROCHLORIDE ...	2,115 0	2,150 0
SULPHATE ...	2,229 0	2,265 0
ETHYLMORPHINE	1,903 0	1,939 0
ALKALOID ...	2,106 0	2,141 0
HYDROCHLORIDE ...	1,930 0	1,965 0
DIAMORPHINE		
ALKALOID ...		
HYDROCHLORIDE ...		

PARACETAMOL. — One-ton lots are now 10s. 2d. per ton.

PARAFFINS. — Prices to wholesale distributors per gall.—Liquid: HEAVY, B.P., in drums, 8s. 8½d. to 8s. 9½d. as to quantity; over 500 gall. in bulk, 8s. 1½d. LIGHT, B.P. drums, 7s. 1½d. to 7s. 8½d.; bulk, 7s. 0½d. Technical white: LIGHT, 6s. 6d. to 6s. 7d. and 6s. 3d. in bulk; MEDIUM, 7s. 7d. to 7s. 8d., bulk, 7s. 4½d. Drums charged and returnable. Soft: Best grades

WHITE medium consistency, £116 15s. per ton and soft consistency, £113 7s. 6d.; YELLOW, £94 10s. Other B.P. grades at £95, £100 10s., £106 per ton for white and at £74 17s. 6d. for yellow. All in non-returnable drums delivered.

PARA-FORMALDEHYDE.—B.P.C. is 1s. 3d. per lb. for 1-ton lots; 1s. 5d. per lb. for 1-cwt.

PARALDEHYDE. — B.P. in 12-winchester lots, 2s. 10d. per lb. (6s. 3d. kilo); 10-gall. carboys, 2s. 4d.

PENICILLIN. — SODIUM, POTASSIUM or PROCAINE, 2-25d. per mega for 5,000 megas.

PHENACETIN.—B.P. one-ton lots, 6s. 3d. per lb.; 1-cwt., 6s. 9d.

PHENAZONE.—Imported, 9s. 6d. per lb.

PHENOL.—Ice crystals in bulk, 1s. 4d. per lb. LIQUID, B.P., 1s. 9d. per lb. in 56-lb. returnable tins.

PHENOLPHTHALEIN.—One-cwt. 9s. per lb.

PHYSOSTIGMINE.—Per oz. for 4-oz. lots: ALKALOID, 476s.; SALICYLATE, 321s.; SULPHATE, 411s.

PIPERAZINE. — Less than 50 kilos are: ADIPATE, 10s. 3d. per kilo; CITRATE, 18s. 6d.; HEXAHYDRATE, 13s. 3d.; PHOSPHATE, 20s. 6d.; TARTRATE, 19s. 6d.

QUINIDINE. — Scarce, SULPHATE, 3,662s. per 100-oz.

QUININE.—Less than 2,000 oz. lots per oz.: SULPHATE, B.P., 1963, 16s. 5d.; BISULPHATE, 16s. 10d.; DIHYDROCHLORIDE, 23s.; HYDROCHLORIDE, 21s. 9d. ALKALOID, 22s. 5d. and HYDROBROMIDE, 20s. 5d. All nominal.

SACCHARIN.—B.P. powder, 1 lb. and over, 15s. 6d. per lb.; SODIUM SALT, B.P., 14s.

SAL PRUNELLA. — Balls, 3s. 9d. per lb. in 1-cwt. lots.

STREPTOMYCIN. — BASE or SULPHATE, 2-85d. per gm. base.

STRYCHNINE. — 100-oz. lots; ALKALOID, 9s. per oz. SULPHATE and HYDROCHLORIDE, 8s.

SULPHUR. — (Per ton). SUBLIMED FLOWERS, B.P., £60; TECHNICAL, £57 10s.; GROUND, £21 to £26; PRECIPITATED, B.P., £120; ROLL, £28 to £30. All ex store.

THEOBROMINE. — ALKALOID from 31s. to 36s. 6d. per kilo as to quantity;—CALCIUM SALICYLATE from 34s. 6d. to 39s. 6d. per kilo; and SODIUM SALICYLATE, 31s. 6d. to 36s. 6d.

THEOPHYLLINE.—12½-kilo lots; ALKALOID ANHYDROUS, 32s. 3d. per kilo and B.P., 33s. 3d.; AMINOPHYLLINE, 29s. per kilo, 12½ kilos, 31s. per kilo.

THYMOL.—One-cwt. lots are 11s. 3d. per lb.

Crude Drugs

ACONITE. — Spot. Spanish, *napellus*, 2s. 4d. per lb.; shipment, 2s. 3d., c.i.f.

AGAR. — Kobé No. 1, 13s. per lb. in bond; shipment, 13s., c.i.f. Spanish scarce on the spot at 15s. 3d., duty paid.

ALOE. — (Per cwt.) Cape primes, spot, 265s.; shipment, 255s., c.i.f., and Curaçao, 265s. spot; shipment, 260s., c.i.f.

ANISE. — Chinese, STAR, 145s. per cwt. spot, duty paid; f.a.q. for shipment, 115s., c.i.f.

ANNATTO. — Madras, f.a.q. seed, spot, 300s. per cwt.

BALSAMS.—Per lb.; CANADA: small lots at 29s. 6d. spot, COPAIBA: B.P.C. spot, 12s. nominal, PERU: 30s. spot; shipment, 29s., c.i.f., nominal. TOLU: B.P., from 10s. 6d. to 31s.

BELLADONNA.—LEAVES, 6s. per lb., spot; shipment, 5s. 6d., c.i.f. ROOT, 1s. 8d. per lb., spot; shipment, 1s. 7d., c.i.f.

BENZON.—Sumatra block, spot from £20 to £40 per cwt. as to quality.

BUCHU.—Spot, 5s. 9d. per lb. Stocks at origin exhausted.

CALAMUS.—Root, 100s. per cwt., spot, 87s. 6d., c.i.f.

CALUMBA.—Root is offered at 155s. per cwt. spot.

CAMPHOR.—B.P. powder for shipment, 5s. 3d. per lb., c.i.f.; spot, 6s. 6d., duty paid.

CARDAMOMS.—Aleppy greens, spot, 30s., nominal; shipment, 25s. 6d., c.i.f., quoted. Prime seed, none available spot, 31s., c.i.f.

CASCARA.—Spot, 22s. per cwt.; 1965 peel for shipment, 216s., c.i.f.

CASSIA.—*Lignea*, whole for shipment, 210s. cwt., c.i.f.; selected broken, 200s., c.i.f.

CHAMOMILE.—Belgian flowers 17s. per lb., spot; German type, 7s. 6d.

CHERRY BARK.—Thin natural, 2s. 8d. per lb.; shipment, 2s. 6d., c.i.f. scarce.

CHILLIES.—Zanzibar, spot 440s. per cwt. Mombasa, 470s., c.i.f. for shipment.

CINNAMON.—BARK, Seychelles, 150s. cwt. spot; shipment, 145s., c.i.f. nominal; **QUILLS.** Ceylon (per lb., c.i.f.); 4 O's, 10s.; single O, 9s. 4d.; quillings, 5s.

CLOVES.—Zanzibar, spot, 2s. 10½d. per lb. standard grade. shipment, 2s. 7½d., c.i.f.

COCHINEAL.—Canary Isle silver-grey, 19s. per lb.; black brilliant, 20s. Peruvian silver-grey, 15s.

COCILLANA.—Bark 2s. 6d. to 2s. 9d. per lb. on the spot.

DIGITALIS.—*Purpurea* leaves, 2s. 6d. per lb.

ELEMI.—Spot, 1s. 7d. per lb.; shipment: new crop, 1s. 5d., c.i.f.

ERGOT.—Portuguese, spot, 13s. 6d. per lb.; shipment, 13s., c.i.f.; nominal, Continental, 9s. 6d., spot.

GENTIAN.—Root, 185s. per cwt. spot; shipment, 180s., c.i.f.

GINGER.—(Per cwt.). Nigerian split, 85s. spot and shipment; peeled, 210s. spot and 197s. 6d., c.i.f. for new crop. African, spot, 245s. per cwt.; shipment, new crop, 210s., c.i.f. Jamaican No. 3, spot, 420s., shipment, not quoted. Cochín, spot, 310s.; shipment, 260s., c.i.f.

GUM ACACIA.—Kordofan cleaned sorts, 160s. per cwt., spot; shipment, 148s., c.i.f.

HONEY.—(Per cwt.). Australian light amber, spot, 115s. to 120s.; and medium amber, 105s. to 110s.; Argentine, 115s. to 117s.; Canadian, 175s. to 180s.; Mexican spot, 115s. to 120s.

IPECACUANHA.—Matto Grosso for shipment, 54s. 6d. per lb., c.i.f. and spot, 57s. Costa Rican, 70s., spot; shipment, 67s. 6d., c.i.f. Colombian, spot cleared; shipment, 54s. 6d., c.i.f.

KARAYA.—No. 1 f.a.q. gum, spot, 415s.; No. 2, 300s. per cwt.

LANOLIN.—ANHYDROUS B.P. is from 2s. 6d. to 2s. 10d. per lb. in 1-on lots delivered free drums. Commercial grades from 1s. 9½d.

LEMON PEEL.—Spot, 1s. 9d. per lb.; partially extracted, 1s.

LINSEED.—Whole, 72s. 6d. per cwt.; crushed, 110s.

LIQUORICE.—Natural root: Russian, 67s. 6d. per cwt.; Anatolian, 57s. 6d.; Anatolian decorticated, 170s. Block juice: Anatolian, 210s. to 220s. per cwt.; Italian stick from 395s. to 460s. per cwt.

KOLA NUTS.—African spot, 7d. per lb.

LOBELIA.—Dutch on the spot, 4s. 6d. per lb.; shipment, 4s. 6d., c.i.f. American, 12s. 6d. per lb.

MACE.—Whole pale blade, 14s. per lb. f.o.b. for forward delivery.

MENTHOL.—(Per lb.). Chinese for shipment, 28s. 6d., c.i.f.; spot, 29s., in bond, 33s. 6d. duty paid; Brazilian for shipment, 30s. 6d., c.i.f.; spot, 34s., duty paid.

MERCURY.—Spot nominally £200 per flask of 76-lb. ex warehouse.

NUTMEGS.—(Per lb.). West Indian, spot, 80's, 12s. 6d.; sound unsorted, 10s. 6d. East Indian for shipment, 80's nominal; 110's, 10s.; b.w.p., 6s. 6d., all c.i.f.

NUX VOMICA.—Cochin, 110s. per cwt. on the spot; shipment, 95s., c.i.f.

ORANGE PEEL.—Spot: Sweet ribbon, 1s. 8d. per lb., bitter quarters: West Indian, 10½d.; Spanish, 1s. 9d.

PEPPER.—White Sarawak spot, 4s. 6d. per lb.; shipment, 4s. 3d., c.i.f. Black Sarawak, 3s. 4d., spot; shipment, 3s. 1d., c.i.f. Black Malabar spot not available; shipment, 375s., c.i.f.

PODOPHYLLUM.—Spot per cwt.: *Emodi* 250s., spot; shipment, 230s., c.i.f.

QUILLAI.—For shipment, 135s. per cwt. c.i.f.: spot, 135s.

RHUBARB.—Manufacturing grades offered at from 5s. to 8s. 6d. per lb., other grades cleared spot and forward.

SAFFRON.—Mancha superior, spot, 625s. per lb.; Rio, 600s.

SARSAPARILLA.—Jamaican native red, spot, 3s. 3d. per lb.; shipment, 3s., c.i.f.

SEEDS.—(Per cwt.). **ANISE.**—Spanish, 240s., duty paid. **CARAWAY.**—Dutch, 162s. 6d. spot. **CELERY.**—Indian, 195s., spot; shipment, 165s., c.i.f. now quoted. **CORANDER.**—Moroccan, 65s., duty paid; shipment Moroccan, 53s., c.i.f. quoted: Rumanian whole, current crop, 60s., c.i.f. **CUMIN.**—Moroccan, 330s., in bond; Syrian, 327s. 6d. in bond. Shipment, Moroccan, 310s., c.i.f. Syrian, 290s., c.i.f.; Indian, 275s., c.i.f. **DILL.**—Indian quoted at 125s., spot; shipment, 97s. 6d., c.i.f. **FENNEL.**—Chinese, 127s. 6d., duty paid; Indian, 165s.; shipment Chinese, 112s. 6d., c.i.f.; Indian, 145s., c.i.f. **FENUGREEK.**—Moroccan, short at 65s., duty paid; shipment, 46s. 6d., c.i.f. **MUSTARD.**—English medium quality quoted from 70s. and up to 90s. for good quality.

SENEGA.—Spot, 20s. per lb.; shipment, 19s. 6d., c.i.f.

SENNA.—(Per lb.). Tinnevely LEAVES spot: Prime No. 1, 2s.; No. 3, f.a.q., 1s. 1d. Shipment: No. 3, 1s., c.i.f. **PODS:** Tinnevely hand-picked, 1s. 8d. to 2s. as to quality: spot, manufacturing, 1s. 1d.; shipment, 11d., c.i.f. Alexandria **PODS:** Hand-picked from 7s. to 8s.; manufacturing, forward, 2s. 6d., c.i.f.

SLIPPERY ELM BARK.—Spot offered at 4s. 6d. per lb.

SQUILL.—Italian, spot, 155s. per cwt.; shipment, 135s., c.i.f.

STRAMONIUM.—Continental LEAVES, 85s. per cwt., spot.

STYRAX.—Spot, 13s. 6d. per lb.; shipment, 13s. 3d., c.i.f.

TONQUIN BEANS.—Para., spot, 4s. 3d. per lb.; shipment, 4s., c.i.f.

TRAGACANTH.—Ribbon, No. 1, £175 per cwt.; No. 2, £160.

TURMERIC.—Madras finger, spot, 130s. per cwt.; shipment, 118s., c.i.f.

VANILLIN.—(Per lb.). 5-cwt. lots, 21s. 6d.; 1-cwt., 21s. 9d.; 56-lb., 22s.; small quantities, 22s. 6d. All plus temporary import surcharge.

WAXES.—(Per cwt.). **BEE'S.**—Dar-es-Salaam, 445s., shipment, 402s., c.i.f., Sudanese, spot, 400s., in bond; shipment, 390s., c.i.f. **CANDELLA**, spot, 465s.; forward, 460s., landed, CARNAUBA, fatty grey, spot, 310s.; shipment, 275s., c.i.f.; prime yellow, spot, 610s.; shipment, 550s., c.i.f.

WITCH HAZEL LEAVES.—Spot quotations are 3s. 6d. per lb.; shipment, 3s. 4d., c.i.f.

Essential and Expressed Oils

ALMOND.—Spanish sweet oil is 6s. 6d. per lb. spot. Forward, 7s. 3d.

ANISE.—Chinese, 9s. 6d., spot, shipment, 9s. 1d., c.i.f.

BUCHU.—Spot, from 280s. to 360s. per lb.

BOIS DE ROSE.—Brazilian spot, 16s. 4½d.; shipment, 15s. 10d., c.i.f.

CALAMUS.—Spot from 70s. to 100s. per lb. as to origin.

CANANGA.—Spot from 45s. to 50s. per lb.

CARAWAY.—From 45s. to 70s. per lb. as to source.

CITRONELLA.—Ceylon, spot, 4s. 7½d.; shipment, 4s. 4d. per lb., c.i.f. Formosan, 4s. 5d., in bond and 4s. 2d., c.i.f. Chinese, 26s. per lb. for 1-cwt. lots.

CUBEB.—Spot supplies of imported are 86s. per lb.

DILL.—Imported is from 28s. to 42s. per lb., spot.

GERANIUM.—Bourbon, 87s. 6d. to 92s. 6d., spot.

GRAPEFRUIT.—Spot offers from 7s. per lb.

LAVANDIN.—From 25s. to 30s. per lb. as to quality.

LAVENDER.—French from 50s. to 60s. per lb. as to quality.

LAVENDER SPIKE.—From 30s. to 40s. per lb. as to quality. New crop, forward delivery quoted around 50s. per lb.

LEMON.—Sicilian from 20s. to 28s.

LEMONGRASS.—Spot, 10s. 6d. per lb.; shipment, 10s. 4½d., c.i.f.

ORANGE.—Floridan sweet oil, 4s. 6d. to 5s. 9d. per lb.; Spanish, 16s.; Rhodesian, 7s. 6d., c.i.f.

PALMAROSA.—Shipment, 50s. per lb., c.i.f.; spot, 54s.

PEPPERMINT.—(Per lb.) *Arvensis*: Chinese for shipment easier at 11s. 9d., c.i.f.; spot, 11s. 9d. Brazilian for shipment, 13s. 6d., c.i.f.; spot, 13s. 6d. *Piperita*: Italian spot, 72s.; new crop forward, 82s. 6d. American from 40s. to 45s. as to source.

PETITGRAIN.—Paraguay for shipment, 13s. 9d., c.i.f.; spot, 14s. 3d. per lb.

PIMENTO.—English-distilled berry from 250s. per lb.

PINE.—*Punilionis*, 30s. per lb., *sylvestris*, 10s.; *abietis*, 16s.

RUE.—Spanish is 22s. 6d. per lb. on the spot.

SAGE.—Spanish, 22s. per lb.; Dalmatian, 26s.

SANDALWOOD.—Mysore, spot, 108s. per lb. East Indian for shipment, 108s., c.i.f.

SPEARMINT.—American oil on the spot, 65s. to 67s. 6d. per lb. Chinese, 83s. per kilo, c.i.f.

TANGERINE.—Sicilian best quality about 46s. per lb.

THYME.—Spot, 30s. per lb. for 45–50 per cent.

VETIVER.—Bourbon, spot, 85s. to 90s. per lb.

YLANG YLANG.—Best oil quoted about 135s.

UNITED STATES REPORT

NEW YORK, NOVEMBER 16: Higher per lb. among CRUDE DRUGS were DIGITALIS LEAVES at \$1.30, up 10 cents, NUX VOMICA at 15 cents, up three cents, BELLADONNA LEAVES at \$1.40, up 45 cents, BELLADONNA ROOT at 70 cents, up 20 cents, SENECA at \$2.75, up 25 cents, and WITCH HAZEL LEAVES at 40 cents, up eight cents. Firmer per lb. among ESSENTIAL OILS were CARAWAY at \$7.25, up 25 cents, and Turkish GERANIUM at \$9, up 25 cents.

WORLD TRADE

New Factory for Peru.—A factory for the manufacture of pharmaceutical products and toilet articles is to be established in the industrial estate of Arequipa, Peru. The factory, representing an investment of over 20 m. soles (£266,000) subscribed by foreign and by local investors, will employ about 100 persons.

Japan Sets Up Titanium Cartel.—The Japanese Government's Fair Trade Commission has authorised the formation of an export cartel for orderly exports of titanium oxide. Under the cartel seven member companies have set up an export-promotion committee to regulate volume and prices of titanium oxide for shipment to twelve countries. Export volume in period to June 1966 is put at 33,000 metric tons.

Customs Duty on Drugs Waived.—Nursing homes and co-operative hospitals in Ceylon are to be allowed immediately to import drugs, dressings and certain items of medical equipment without the levy of customs duty and other Government charges. The Minister of Health (Mr. M. D. S. Jayawardene) said that those two groups of institutions consume nearly Rs 8 millions worth of drugs and dressings which cater to approximately 2,500,000 patients who turn up for outdoor and indoor treatment. The Minister said that the Government will import nearly Rs 24 millions worth of drugs, dressings and equipment during the current financial year for the 800 Government medical institutions in the island.

COMPETITIONS

Prize Displays.—French & Scott, Ltd., 1a Downs Park Road, London, E.8, recently organised a window display competition in which over fifty stockists participated, prizes being awarded for entries considered outstanding. Equal first prizes were awarded to Messrs. W. L. Moseley, 351 Warwick Road, Solihull, and J. S. Allen, 338 Stratford Road, Shirley. Second prize went to Associated Chemists (Birmingham), Ltd., 184 Corporation year for 800 institutions.



Mr. Moseley's display.

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," October 20

- For deodorants* (5)
SECOND NATURE, 882,293, by Richard Hudnut, Morris Plains, New Jersey, U.S.A.
For medicinal and pharmaceutical preparations (5)
DICLOCIL, 882,910, by Bristol-Myers Co., New York, U.S.A.
For razor blades (8)
SHALOM, 878,470, by Perma-Sharp Israel, Ltd., Tel Aviv, Israel.
For photographic and cinematographic apparatus and instruments, and parts and fittings; lenses (9)
OPTOMAX, B877,080, by J. J. Silber, Ltd., London, E.C.1.
For cameras, photographic apparatus and instruments, binoculars (9)
EYELUX, 877,727, by Boots Pure Drug Co., Ltd., Nottingham.
For non-medicated toilet paper (16)
FLORET, 882,743, by Co-operative Wholesale Society, Ltd., Manchester.

From the "Trade Marks Journal," October 27

- For chemical preparations and substances, and for use in diagnostic and analytical tests* (1)
AZOSTIX, 869,069; NEOSTIX, B869,070; PHENIPLATE, 869,071, by Ames Co., Inc., Elkhart, Indiana, U.S.A.
For formaldehyde and compositions containing formaldehyde, all for use in industry (1)
FORMCEL, 879,061, by Celanese Corporation of America, New York, U.S.A., and London, W.1.
For chemical products used in industry (1)
PRITHOX, 879,308, by Price's (Bromborough), Ltd., Bromborough Pool, Birkenhead, Ches.
For chemical products used in industry; and plastics in the form of liquids, powders, pastes, emulsions and suspensions, all for use in manufactures (1)
BIBBISOL, 881,799, by J. Bibby & Sons, Ltd., Liverpool.
For all goods (3)
JEYVEX, 866,954, by Jeyes' Group, Ltd., Barking, Essex. DIVERSEY TOPPEDE, 874,487, by Diversey (U.K.), Ltd., London, W.1.
For soaps; detergents and degreasing preparations (not for use in industrial or manufacturing processes); washing, cleansing, polishing and abrasive preparations (3)
AREXONS, 873,011, by S.I.P.A.L. Arexons Societa Italiana Prodotti Auto e Locomozione, S.p.A., Milan, Italy.
For preparations for the hair (3)
PERPETUA, B875,534, by Sales Affiliates, Ltd., Boreham Wood, Herts.
For soaps, perfumes, non-medicated toilet preparations, essential oils, cosmetics, hair lotions and dentifrices (3)
Device with word DUPHAR, 875,577, by N.V. Philips-Duphar, Amsterdam, Holland.
For preparations for setting the hair (3)
CLYNOL DIAMOND SET, by Clynol, Ltd., London, W.1.
For soaps; detergents (not for use in industrial or manufacturing processes); and preparations and substances for laundry use, but not including starch (3)
FAIRY FAMILY BUNDLE, 876,606, by Procter & Gamble, Ltd., Gosforth, Newcastle-upon-Tyne.
For perfumes, non-medicated toilet preparations, dentifrices, depilatory preparations, toilet articles, sachets for use in waving the hair, shampoos, soaps and essential oils (3)
"CONTRAST," B878,705, by Richmond Chemicals, Ltd., Manchester, 20.
For perfumes, toilet preparations (not medicated), cosmetic preparations, dentifrices, toilet articles; soaps and essential oils (3)
Device with letter R, 877,966, by Romney Cosmetics, Ltd., London, S.W.1.
For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachets for use in waving the hair, shampoos, soaps and essential oils (3)
DOLLYROCKER, 878,790, by H. Bronnley & Co., Ltd., London, W.1.
For cleaning and polishing preparations (3)
TWIXT, 880,139, by Boots Pure Drug Co., Ltd., Nottingham.
For non-medicated toilet preparations, toilet soaps, dentifrices, preparations for cleaning artificial dentures, all for sale in the United Kingdom otherwise than for export but not excluding goods for export to the Irish Republic (3)
STERAFRESH, 881,831, by Reckitt & Sons, Ltd., Hull, Yorks.
For disinfectants (5)
DESIVON, 868,304, by A.B. Astra, Apotekarnes Kemiska Fabrik, Sodertalje, Sweden.
For pharmaceutical preparations (5)
PROTENSIN, 871,612, by Bristol-Myers Co., New York, U.S.A. EUGLUCON, 876,859, by C. F. Boehringer & Soehne, G.m.b.H., Mannheim-Waldhof, Germany.
For medicinal preparations; chemical products for therapeutic and hygienic purposes; drugs for pharmaceutical purposes, medical and surgical plasters, material prepared for bandaging, pesticides, herbicides, disinfectants and dietetic foods (5)
CARADRIN, 871,942, by Laevosan-Gesellschaft, Chem. Pharm. Industrie Franck & Dr. Freudl, Linz, Austria.
For all goods (5)
HIRUDAL, 874,360, by Luitpold-Werk Chemisch-Pharmazeutische Fabrik, Munich, 25, Germany.
For infants', invalids' and dietetic foods, medicated beverages and medicated confectionery (5)
PURPLE COW, 874,812, by H. W. Carter & Co., Brentford, Middlesex.
For pharmaceutical and veterinary preparations and substances (5)
PRIMALIN, 876,416, by Glaxo Laboratories, Ltd., Greenford, Middlesex. RONDOSTAT, 878,128, by Chas. Pfizer & Co., Inc., Brooklyn, New York, U.S.A.
For bacterial and fungicidal compositions (5)
STERI-SEPTIC, 876,427, by Thomson Research Associates, Ltd., Toronto, 3, Ontario, Canada.
For pharmaceutical preparations and substances; and infants' and invalids' foods and dietetic foods; all consisting principally of oil and orange juice (5)
FIRST-STEP HALIBORANGE, 876,498, by Allen & Hanburys, Ltd., London, E.2.
For pharmaceutical preparations containing seltzer (5)
SELTZADOL, 876,615, by Sterwin, A.G., Zug, Switzerland.
For pharmaceutical, veterinary and sanitary preparations and substances, disinfectants; infants' invalids' and dietetic foods; preparations for killing weeds and destroying vermin (5)
ARITHRALGEN, 876,995, by A. H. Robins Co., Inc., Richmond, Virginia, U.S.A.
For pharmaceutical preparations and substances for human and veterinary use, none being in liquid form (5)
SYNAFORM, 877,151, by Syntex Corporation, Panama.
For pharmaceutical preparations and substances (5)
RACEDRIN, 877,637, by Aspro-Nicholas, Ltd., Slough, Bucks. EGACEN, 878,218, by A.B. Hassle Apotekare Paul Nordströms Fabrik, Gothenburg, Sweden. ISACTID, SYNACTID, 880,578-79, by Ferring, A.B., Malmö, 9, Sweden.
For chemical preparations for killing weeds and destroying vermin; insecticides (5)
ANECRON, 877,783, by CIBA, Ltd., Basle, Switzerland.
For disinfectants and deodorising preparations (5)
BOLGARD, B878,151, by Drackett Co., Cincinnati, 32, Ohio, U.S.A.
For pharmaceutical, veterinary and sanitary preparations and substances (5)
Device, B878 730, by Lloyd's Pharmaceuticals, Ltd., London, W.1.
For pharmaceutical preparations for human consumption (5)
INTERCON, 882,071, by Intercontinental Pharmaceutica, Ltd., London, W.1.
For photographic and optical apparatus and instruments; electrical and electronic apparatus and instruments (9)
OPTRONICS, 881,154, by David Shackman & Sons, Ltd., Chesham, Bucks.

For surgical, medical, dental, and veterinary instruments and apparatus (10)

Device and words USIFROID PROCEDES RIEUTORD, 866,036, by Société d'Utilisation Scientifique et Industrielle du Froid Usifroid, Boulogne (Seine), France.

For toilet paper, toilet tissues, and paper handkerchiefs, none being medicated; and paper towels (16)

JEYVEX, 866,956, by Jeyes' Group, Ltd., Barking, Essex.

From the "Trade Marks Journal," November 3

For alkoxylated chemical products used in industry (1)

CONOX, 876,363, by Price's (Bromborough), Ltd., Bromborough Pool, Birkenhead, Ches.

For chemical products for use in agriculture, horticulture and forestry (1)

MITEX, 879,236, by Boots Pure Drug Co., Ltd., Nottingham.

For chemical products for use in agriculture, horticulture and forestry; manures (natural and artificial); seed dressings (1)

ASTONEX, 880,492, by Shell International Petroleum Co., Ltd., London, S.E.1.

For soaps, perfumes, cosmetics, hair lotions, and toilet preparations (non-medicated) (3)

Device with words RAYETTE AQUA NET HAIR SPRAY, B866,860, by Rayette Beauty Products, Ltd., Slough, Bucks.

For perfumes, non-medicated toilet preparations, eau-de-Cologne, cosmetics, preparations for the hair, soaps, dentifrices, essential oils, aromatic substances for use in the manufacture of perfumes and of perfumed articles, and toilet articles (3)

TECNIQUE, B868,593, by Shulton, Inc., Clifton, New Jersey, U.S.A.

For all goods for use by men (3)

MAN OF THE MOMENT, B867,096, by Jeyes' Group, Ltd., Barking, Essex.

For detergents (not for use in industrial or manufacturing processes); non-medicated toilet preparations for application to the skin; and dentifrices (3)

SUMMIT, 868,924, by Colgate-Palmolive Co., New York, U.S.A.

For non-medicated toilet preparations, cosmetic preparations and perfumes (3)

Device with word DANTE, 871,278, by Dante Perfumers (London), Ltd., London, S.W.1.

For cleaning and polishing preparations (3)

SLIPCLEAN, 871,509, by Slip Products Co., Ltd., St. Albans, Herts.

For tooth-paste (3)

DENTREX, 874,606, by Sterwin, A.G., Zug, Switzerland.

For preparations requiring the addition of milk, for lightening the colour of the hair (3)

INECTO MILK HAIR LIGHTENER, 875,315, by Rapidol, Ltd., London, W.7.

For detergents; not for use in industrial and manufacturing processes (3)

OTCOL, 877,867, by Borite, Ltd., Westerham, Kent.

For non-medicated toilet preparations, cosmetic preparations, preparations for the hair, shampoos, soaps, essential oils and toilet articles (3)

REVLON FORMULA ZP 11, 879,121, by Revlon (Suisse), S.A., Zurich, 5, Switzerland.

For preparations for the hair (3)

DELPHI, 880,069, by Unilever, Ltd., Port Sunlight, Ches.

For soaps, perfumes, non-medicated toilet preparations, cosmetics and preparations for the hair (3)

JENESCO, 880,837, by Jenesco Cosmetics, Ltd., Manchester, 4.

For cleaning preparations and detergents (not for use in industrial or manufacturing processes); shampoos, dentifrices and non-medicated mouth washes (3)

SCOPE, 881,000, by Procter & Gamble, Ltd., Gosforth, Newcastle-on-Tyne.

For perfumes, toilet preparations (non-medicated), cosmetic preparations, dentifrices, toilet articles, soaps and essential oils (3)

FIRST DATE, 884,127, by Romney Cosmetics, Ltd., London, S.W.1.

For pharmaceutical preparations in the form of lotions for use in the treatment of the eyes (5)

COLUBLEU, 858,253, by Laboratoire Laiter, La Garenne-Colombes (Seine), France.

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED

From the "Official Journal (Patents),"

October 27

Sulphonamide derivatives and a process for their production, J. R. Geigy, 1,012,651.

Chlorofluoromethyl mercaptans, Farbenfabriken Bayer, A.G., 1,012,655.

Antibiotics and their preparation, Eli Lilly & Co., 1,012,676.

Streptotigrin antibiotics and preparation thereof, Pfizer & Co., Inc., 1,012,684.

Crystallisation process and apparatus, Laporte Chemicals, Ltd., 1,012,721.

Process for the manufacture of phloroglucinol, Farbwerke Hoechst, A.G., 1,012,782.

Dyeing of hair and other keratinous material, Gillette Industries, Ltd., 1,012,793.

Substituted aminophosphonium compounds, W. R. Grace & Co., 1,012,796.

N-substituted acetamide compounds, Rohm & Haas Co., 1,012,798.

Methods of preparing gels, F. W. A. Kurz and S. Wikne, 1,012,807.

Method of absorbing chlorine from gas mixtures, Koninklijke Nederlandse Zoutindustrie N.V., 1,012,810.

Process for preparing sodium cyanide, Soc. d'Electro-Chimie, d'Electro Metallurgie et des Acieries Electriques d'Ugine, 1,012,918.

Pathological gas measuring apparatus, Techné, Ltd., 1,012,921.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from December 8.

From the "Official Journal (Patents),"

November 3

Antibiotics, Glaxo Laboratories, Ltd., 1,012,943.

β -hydroxy-alkene- γ -sulphonic anhydrides and secondary products thereof, and a process for their manufacture, Farbwerke Hoechst, A.G., 1,012,944.

Morphinan derivatives and their preparation, Shionogi & Co., Ltd., 1,012,955.

N-cyanomorphinan derivatives and their preparation, Shionogi & Co., Ltd., 1,012,959.

4-Methyl 1,3,5(10)-estratrien-17 β -ol derivatives, and the preparation thereof, Shionogi & Co., Ltd., 1,012,960.

Microscopes, W. Watson & Sons, Ltd., K. F. Hall and G. Chambers, 1,012,974.

Substituted anthraquinones, Farbenfabriken Bayer, A.G., 1,013,008.

Glass compositions exhibiting phototropic properties, Corning Glass Works, 1,013,097.

Process for the production of 5'-ribonucleotides and 2',3'-O-alkylidene ribonucleosides, Ajinomoto Co., Inc., 1,013,164.

Coating of metal parts in orthodontic and pedodontic fittings and appliances, G. W. Russell, 1,013,168.

Steroid compositions, Imperial Chemical Industries, Ltd., 1,013,180.

Attractant for termites, Wisconsin Alumni Research Foundation, 1,013,189.

Diagnostic reagent composition for use in determining blood coagulation factors, Warner-Lambert Pharmaceutical Co., 1,013,192.

Benzodiazepine derivatives and a process for the manufacture thereof, F. Hoffmann-La Roche & Co., A.G., 1,013,229.

3-aryl-5-cycloaliphatic-3-pyrrolidinals and their preparation, Mead Johnson & Co., 1,013,233.

Sulfones, Eli Lilly & Co., 1,013,238.

Antiperspirant, Unilever, Ltd., 1,013,386.

Detergent compositions, Kelite Corporation, 1,013,387.

Halogen containing anion exchange resins, E. I. du Pont de Nemours & Co., 1,013,391.

Photographic cameras, Pentacon Dresden Kamera- und Kinowerke Veb, 1,013,433.

Photographic development processes, Eastman Kodak Co., 1,013,438.

Photographic elements comprising a silver halide emulsion layer, Eastman Kodak Co., 1,013,440.

Machines for plugging the mouths of receptacles with soft resilient material, Upjohn Co., 1,013,486.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from December 15.

CONTEMPORARY THEMES

Subjects of contributions in current medical and technical periodicals.

ADVERSE REACTION TO DRUGS, *Brit. med. J.*, November 6, p. 1081.

XYLITOL, Clinical effects of, on carbohydrate and lipid metabolism in diabetes, *Lancet*, November 6, p. 918.

ETHYLCHLOROPHENOXYISOBUTYRATE, Effect of on weight, plasma volume, total body-water, and free fatty acids, *Lancet*, November 6, p. 924.

HELLER-VALVE METHOD OF INTRA-VEIN FLUID ADMINISTRATION in neonatal surgery, *Brit. med. J.*, November 6, p. 1086.

THE SLEEPING-PILL HABIT, Five weeks to escape, *Brit. med. J.*, November 6, p. 1093.

BOWEL HABIT, Variation of in two population samples, *Brit. med. J.*, November 6, p. 1095.

CORTISOL ACETATE: Wasting disease induced with, Studies in germ-free mice, *Science*, October 15, p. 356.

BAYMAL colloidal alumina: A new pharmaceutical and cosmetic formulating agent, *Amer. J. Pharm.*, July-August, p. 127.

BIOPHARMACEUTICS, Factors influencing drug distribution in the body, *Amer. J. Pharm.*, July-August, p. 144.

ORAL PROLONGED-RELEASE PHARMACEUTICALS, Criteria for evaluating, *Pharmaceuticalist*, September, p. 20.

SYNTHETIC LIGNOCAINE ANALOGUES, Local anaesthetic activity, irritancy, toxicity and antispasmodic activity of two, *Indian J. Pharm.*, October, p. 281.

NAPHTHOIC ACID DERIVATIVES, Antimicrobial properties of, *Indian J. Pharm.*, October, p. 285.

CHLOROQUINE RESISTANCE and the nature of malarial pigment, *Nature*, November 13, p. 691.

MEPACRINE- and primaquine-resistant strains of *Plasmodium berghei*, Vineke and Lips, *Nature*, November 13, p. 693.

HELMINTHIC DISEASES, Immunological tests in, *Nature*, November 13, p. 696.

SURFACE-ACTIVE AGENTS and fungicidal activity, *Canad. pharm. J.*, October, p. 14.

STABILITY STUDY of a polyvitamin suspension stored in Canadian drug stores, *Canad. pharm. J.*, October, p. 41.

INACTIVATED VACCINE of *Mycoplasma pneumoniae*, *J. Amer. med. Ass.*, October 18, p. 248.

SEIZURES in patients receiving psychotropic drugs, *J. Amer. med. Ass.*, October 18, p. 296.

SODIUM COLISTIMETHATE, Apnea during treatment with, *J. Amer. med. Ass.*, October 18, p. 298.

DULCIN AND SACCARIN TASTE in squirrel monkeys, rats, and men, *Science*, October 22, p. 506.

HAY-FEVER AND POLLEN ASTHMA, Depot injections in treatment of, *Brit. med. J.*, November 13, p. 1148.

ORAL CONTRACEPTIVES and cerebral arterial occlusion, *Brit. med. J.*, November 13, p. 1164.

PREMATURE BABIES, Immediate or later feeding for, *Lancet*, November 13, p. 969.

METHISAZONE in prevention of variola minor among contacts, *Lancet*, November 13, p. 976.

CORONARY HEART-DISEASE, Effect of linseed oil on platelet adhesiveness and bleeding-time in patients with, *Lancet*, November 13, p. 980.

THIAZIDES: A cause of necrotising vasculitis, *Lancet*, November 13, p. 982.

ANGIOTENSIN, Dose-dependent opposite effects of, on renal sodium excretion, *Lancet*, November 13, p. 987.

ANGIOTENSIN infusion test, *Lancet*, November 13, p. 988.

ANGIOTENSIN, Effect of, and of frusemide on plasma aldosterone, corticosterone, cortisol, and renin in man, *Lancet*, November 13, p. 989.

ORGANISATION OF THE NATIONAL HEALTH SERVICE, *Lancet*, November 13, p. 1007.

OVER-THE-COUNTER MEDICATION, Control of, *J. Amer. pharm. Ass.*, November, p. 584.

HOME REMEDIES, Efficacy and therapeutic utility of, *J. Amer. pharm. Ass.*, November, p. 586.

HYDROCORTISONE, A clinical evaluation of an aerosol foam formulation of (Cortifoam) in dermatological use, *Medical Digest*, November, p. 264.

PRINT AND PUBLICITY

PRESS ADVERTISING

BEECHAM FOODS, LTD., Beecham House, Great West Road, Brentford, Middlesex: Quosh 201-a-week competition. In national Press.

DUNLOP RUBBER CO., LTD., G.R.G. Division, Cambridge Street, Manchester, 1: Cosimax, Flag, Teenager and Wigwam hot-water bottles. In *Woman, Woman's Own, Woman's Realm, Woman and Home, Housewife* and *Everywoman*.

GILLETTE SAFETY RAZOR CO., a division of Gillette Industries, Ltd., Great West Road, Isleworth, Middlesex: Right Guard. In mass-circulation daily newspapers, *Radio Times* and *T.V. papers*.

GLAXO LABORATORIES, LTD., Greenford, Middlesex: Complan. In *Daily Mirror* and *Daily Express* until December 27. In *Reader's Digest, Woman's Weekly, Weekend Telegraph* and *Family Doctor* until April.

KODAK, LTD., Kodak House, Kingsway, London, W.C.2: Kodak Christmas gift outfits. In *News of the World, Daily Express, Daily Mirror, Sunday Post, Sunday Express, Sunday Times, Observer, Weekend Telegraph* and women's magazines. From November 21.

SPONG & CO., LTD., Basildon, Essex: Corkette. In mass-circulation newspapers.

THORNTON & ROSS, LTD., Linthwaite, Huddersfield: Vi-Lan lanolin cream. In *Lady, Woman's Weekly, The Queen and Woman and Home, Zermopac* heat pad. In *News of the World, Snaf* nasal drops. In *Daily Mirror Daily Mail* and *Sun*. Covonia bronchial balsam. In *Daily Express, Daily Mail* and *Daily Mirror*. Throughout the winter months.

WILKINSON SWORD, LTD., Sword Works, Southfield Road, London, W.4: Wilkinson Sword Christmas gift packs. In *Sunday Times Magazine, Observer Magazine, Weekend Telegraph, Reader's Digest, Look Westward, Radio Times, Weekend, T.V. World, T.V. Times* and *Punch*.

PUBLICATIONS

Booklets and leaflets

BAIRD & LILLOCK (LONDON), LTD., Freshwater Road, Chadwell Heath, Essex: BTL radioactive chromatogram counter (6-p. folder).

CAMBRIDGE INSTRUMENT CO., LTD., 13 Grosvenor Place, London, S.W.1: Radiation thermopiles (4-p. leaflet). Model 48 pipe thermocouple (leaflet).



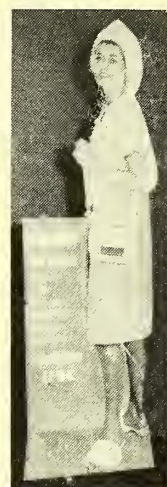
MULTI-PURPOSE DISPLAY: Special display material designed to promote the Cutex Jewels of the Orient autumn colours consists of a counter-display, and lipstick-tester units, strutted showcard, pearl polish and Slipstick "crowners" and a nail-base display. It has been produced for Chesebrough-Pond's Ltd., Victoria Road, London, N.W.10.



EDWARDS HIGH VACUUM, LTD., Manor Royal, Crawley, Sussex: Summary of Edwards rotary vacuum pumps (6-p. folder).

"COMMANDING HEIGHTS" OF DISPLAY

Success of the Swordpack full-colour carton holding fifty "dispensers" of five Super



Sword - edge razor blades prompted Wilkinson Sword, Ltd., Sword Works, Southfield Road, London, W.4, to introduce a six-colour version (left) of their well-known pillarpack: The pillarpack may be displayed as a wall unit or as a free-standing unit.

Centre: New display stand for baby foods of H. J. Heinz Co., Ltd.

Right: Life-size showcard for Ronson range of hair-dryers. The cards are designed to demonstrate the portability and large drying hood of the dryers. Makers: Ronson Products, Ltd., Leatherhead.

LABORATORY APPARATUS AND GLASS BLOWING CO., 90 Rusholme Road, Manchester, 13: Laboratory tubings and hose chart.

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Tuesday, November 23

BRIGHTON AND HOVE BRANCH, PHARMACEUTICAL SOCIETY, Langfords hotel, Third Avenue, Hove, at 8 p.m. Mr. J. E. Balmford (a member of Council) on "The Manpower Survey."

COVENTRY AND WARWICKSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Masonic Hall, Little Park Street, Coventry, at 7.30 p.m. Annual dinner and dance.

EDINBURGH AND SOUTH-EASTERN SCOTTISH BRANCH, PHARMACEUTICAL SOCIETY, 36 York Place, Edinburgh, at 7.45 p.m. Mr. J. Yacomini on "Role of Cellulose Ethers in Pharmaceutics."

HARROGATE BRANCH, PHARMACEUTICAL SOCIETY, Marlboro' café, 3 Oxford Street, Harrogate, at 7.45 p.m. Dr. E. T. Radford on "Gemology."

SCHOOL OF PHARMACY, CHELSEA COLLEGE OF SCIENCE AND TECHNOLOGY, Manresa Road, London, S.W.3, at 7.15 p.m. Mr. R. Farley (Ministry of Technology, Warren Spring Laboratory, Stevenage) on "Flow Properties of Powders."

SHEFFIELD BRANCH, PHARMACEUTICAL SOCIETY, Royal Victoria hotel, Sheffield, at 8 p.m. Formulation of Branch resolutions, and film evening.

WOKING BRANCH, PHARMACEUTICAL SOCIETY, Railway hotel, Woking, at 8 p.m. Wine and cheese party.

Wednesday, November 24

BORNE MOUTH BRANCH, PHARMACEUTICAL SOCIETY, Cornelia nurses' hostel, Poole general hospital, at 1 p.m. Mr. B. Cooke on "Management of Breech Presentation." Post-graduate medical centre, Boscombe, Bournemouth, at 1 p.m. "Malabsorption after Gastrectomy" (recorded lecture).

GUILDFORD BRANCH, PHARMACEUTICAL SOCIETY, Harvey's restaurant, Guildford, at 6 p.m. Annual dinner.

LIVERPOOL CHEMISTS' ASSOCIATION, Exchange hotel, Liverpool, at 8 p.m. Dance in aid of the Pharmaceutical Society's Benevolent Fund. **MICROCHEMICAL METHODS GROUP, SOCIETY FOR ANALYTICAL CHEMISTRY,** Feathers hotel, Tudor Street, London, E.C.4, at 6.30 p.m. Discussion meeting "The Optimal Environment for Microanalysis," introduced by Mr. A. J. Cross (Smith Kline & French Laboratories, Ltd.).

Thursday, November 25

BRADFORD BRANCH, PHARMACEUTICAL SOCIETY,

Midland hotel, Bradford, at 7.45 p.m. Mr. C. C. B. Stevens (Imperial Chemical Industries, Ltd.) on "Recent Changes in Forensic Pharmacy."

BRISTOL BRANCH, PHARMACEUTICAL SOCIETY, Royal hotel, College Green, Bristol, at 7.30 p.m. Formulation of Branch resolutions and film evening.

HUDDERSFIELD SECTION, ROYAL INSTITUTE OF CHEMISTRY, Huddersfield College of Technology, at 7.30 p.m. Dr. D. Woodcock on "The Development and Properties of Ceporin."

LEEDS BRANCH, NATIONAL PHARMACEUTICAL UNION, Griffin hotel, Boar Lane, Leeds, at 8 p.m. Mr. N. Herdman (managing director, Duncan Flockhart & Evans, Ltd.) on "Pharmacy Can be Fun."

LEICESTER AND LEICESTERSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Glen Inn, Hillsborough Road, Glen Parva, Leicester, at 8 p.m. Christmas dance.

SOUTH SHIELDS PHARMACISTS' ASSOCIATION and **SUNDERLAND BRANCH, PHARMACEUTICAL SOCIETY,** New Crown hotel, Mowbray Road, South Shields, at 8 p.m. Dr. M. D. Cashman (consultant psychiatrist, South Shields general hospital) on "Be Kind Enough to Send Your Van."

WESTERN PHARMACISTS' ASSOCIATION, Eccleston hotel, Gillingham Street, London, S.W.1, at 6.30 p.m. Social evening.

Friday, November 26

NORTHERN SCOTTISH BRANCH, PHARMACEUTICAL SOCIETY, Station hotel, Inverness, at 8 p.m. Annual dinner and dance.

SCOTTISH SECTION, SOCIETY FOR ANALYTICAL CHEMISTRY, Room M406, University of Strathclyde, Glasgow, at 5.30 p.m. Dr. A. L. Glenn (School of Pharmacy, University of London) on "Separate or Calculate."

Advance Information

AMERICAN PHARMACEUTICAL ASSOCIATION, Las Vegas, Nevada, United States, Annual meeting, April 9-14, 1967 (revised date).

BRITISH EXHIBITION OF MACHINE TOOLS AND TECHNICAL AND INDUSTRIAL EQUIPMENT, Mexico City, Mexico, October 19-30, 1966.

INTERNATIONAL GIFT AND FANCY GOODS EXHIBITION (GIFTEX 66), Earls Court, London, S.W.5, April 18-22, 1966.

MECHANICAL HANDLING EXHIBITION, Earls Court, London, S.W.5, May 10-20, 1966.

Prescribers' Press

What doctors are reading about developments in drugs and treatments

Part one

...the clinical course of disease is very variable, and the response to treatment is often unpredictable. In some cases, the disease may be self-limiting, and the patient may recover without treatment. In other cases, the disease may be progressive, and the patient may require long-term treatment. The aim of treatment is to control the disease, relieve symptoms, and improve the patient's quality of life.

Part two

...the clinical course of disease is very variable, and the response to treatment is often unpredictable. In some cases, the disease may be self-limiting, and the patient may recover without treatment. In other cases, the disease may be progressive, and the patient may require long-term treatment. The aim of treatment is to control the disease, relieve symptoms, and improve the patient's quality of life.

What doctors are reading about developments in drugs and treatments

A COMPARISON between the effect of repeated injections of aqueous pollen extract, and of two injections of an emulsified (depôt) pollen extract, in the treatment of hay-fever and pollen asthma is reported by the chairman (Dr. R. S. Bruce Pearson) of a subcommittee of the British Allergy Society. The pollen emulsion was made with the mineral oil Drakeol with Arlacel A as the emulsifying agent. It was contained in a disposable syringe with an inert emulsion (injected first) separated by a flange from the active emulsion. The emulsion preparation was given in doses of 750 and 7,500 Noon units respectively for the two injections. An antihistamine preparation was given orally before and after injection. Patients receiving dépôt extract were considered to have 87.8 per cent. satisfactory results in the treatment of hay-fever compared with 63.2 per cent. on the standard aqueous preparation. Highly significant differences were also shown in favour of dépôt therapy when the two groups were assessed by comparison with the previous year's symptoms. Similar trends were seen for asthma. In another part of the trial, the effects of (a) a single dose of 750 Noon units; (b) two doses of 750 and 7,500 Noon units; and (c) three doses of 750, 7,500 and 7,500 Noon units, were compared. Patients receiving course (b) responded more favourably than those on course (a). No improvement over course (b) was shown by the three-dose course (c). Severe reactions were noted in 0.7 per cent. of 1,109 patients on dépôt injections (two-dose course), and 4.4 per cent. of sixty-eight patients receiving

aqueous extract had similar reactions. (*B.M.J.*, November 13, p. 1148.)

A RETROSPECTIVE study of the numbers of young women admitted to the National Hospital, Queen Square, London, with cerebral arterial occlusion, does not confirm the general impression that the condition was rare in young women until two or three years ago, report workers at the hospital. The study was occasioned by reports of arterial occlusion in young women taking oral contraceptives. Between January 1955 and July 1965, 315 cases were seen in women aged 18 to 45 years. Of these, twenty-one occurred before the introduction of oral contraceptives in 1961 and eighteen since then. The authors suggest that a causal relationship between oral contraceptives and cerebral arterial occlusion could only be demonstrated by a long-term prospective study. (*B.M.J.*, November 13, p. 1164.)

A CONTROLLED study of the action of methisazone as a prophylactic agent among persons who had been in contact with alastrim (variola minor) is reported from Brazil. Among contacts not previously vaccinated and not vaccinated after exposure, seven cases of alastrim occurred in the treated group (doses of 3 gm. or 6 gm., or the equivalent for children under ten years) which comprised 187 persons. Of 219 untreated contacts, thirty-eight contracted the disease. When those contacts who were vaccinated after exposure were included, the figures were eight cases among 215 treated contacts and forty-two cases among 267 untreated contacts. Nausea and vomiting occurred in 66 per cent. of the treated

contacts but did not respond to treatment with cyclizine hydrochloride or chlorpromazine. (*Lancet*, November 13, p. 976.)

ADEQUATE heating, and protection of the body, particularly of the hands and feet, from cold offers excellent prospects for preventing and treating chilblains, says *Drug and Therapeutic Bulletin*. Most drugs are stated to be ineffective in the condition: Belief in mixtures of acetomenaphthone with nicotinic acid or nicotinamide are not supported by scientific evidence; inositol nicotinate and nicotiny alcohol appear to be placebos; no effect from the use of thyroxine has been demonstrated; calcium does not help; claims for massive doses of oral calciferol are irrelevant to the treatment of chilblains, and rubifacients have not been shown to help in treating the condition, say the Bulletin's contributors. (*D. & T.B.*, November 12.)

NEW COMPANIES

P.C.—Private Company. R.O.—Registered Office

G. W. CARNRICK CO., LTD. (P.C.).—Capital £5,000. To carry on the business of chemists and druggists, etc. Directors: Robert A. Carnrick and John O. Geotzel (both residents of the U.S.). R.O.: 68 Pall Mall, London, S.W.1.

"GORDINI" HAIR PRODUCTS, LTD. (P.C.).—Capital £100. To carry on the business of manufacturers of and dealers in hair foods, skin foods, etc. Directors: Gordon Stansfield and Muriel Stansfield. R.O.: 103 Pasturelands Drive, Billington, Lancs.

HUGO HOUSE (PERFUMERY), LTD. (P.C.).—Capital £20,000. To carry on the business of manufacturers of and dealers in toilet and pharmaceutical preparations, etc. Directors: Hugh G. Brown and Barbara A. Brown, 2 Hollin Gardens, Leeds, 16.

MEDEXPORT, LTD. (P.C.).—Capital £100. To carry on the business of manufacturers, importers and exporters of surgical and medical instruments, etc. Directors: Wallace S. Sharps and Betty Sharps (directors, Dubarry-London and New York, Ltd.). R.O.: 31A James Street, London, W.1.

PORCE-MASTER SERVICE CO. (SOUTH YORKSHIRE), LTD. (P.C.).—Capital £100. To carry on business as chemists and druggists, etc. Subscribers: Leonard H. Lewis and Francis A. Dean. R.O.: 6 Surrey Street, London, W.C.2.

COMMERCIAL TELEVISION

The information given in the table is of number of appearances and total screen time in seconds. Thus 7/105 means that the advertiser's announcement will, during the week covered, be screened seven times and for a total of 105 seconds.

PRODUCT	London	Midland	North	Scotland	Wales & West	South	North-east	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.
Alka-Seltzer ...	4/120	2/80	3/90	3/120	2/60	2/60	6/120	2/80	2/60	1/30	2/60	2/60	2/60	2/60
Anadin ...	2/60	3/67	3/90	2/60	3/44	3/90	1/30	1/40	4/120	2/60	2/60	3/44	—	—
Askit powders ...	—	—	—	7/49	—	—	—	—	—	—	3/21	4/28	—	—
Bisodol ...	—	—	—	—	4/28	—	—	—	—	—	—	—	—	—
Contac 400 ...	—	—	—	2/60	—	2/90	—	—	1/30	—	—	2/60	—	—
Delrosa ...	—	—	1/30	—	—	—	—	—	—	—	—	—	—	—
Dentu-Creme ...	1/30	—	1/30	1/30	1/30	1/30	1/30	1/30	—	1/30	1/30	1/30	—	1/30
Disprin ...	2/60	2/60	2/60	3/90	1/30	1/30	2/60	6/180	—	3/90	3/90	2/60	—	2/60
Euthymol tooth-paste ...	1/40	1/30	1/30	—	1/40	—	—	1/40	1/30	1/30	1/30	1/40	—	—
Fennings junior aspirin ...	—	—	7/105	—	—	—	—	—	—	—	—	—	—	—
Mac throat sweets ...	2/60	2/60	1/30	1/30	1/30	2/60	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30
Moorland indigestion tablets	—	—	1/7	—	—	—	—	—	—	—	—	—	—	—
Nulon ...	1/30	1/30	1/30	1/30	—	2/60	1/30	1/30	2/60	2/60	3/90	2/60	2/60	—
Penetrol ...	1/15	2/14	2/14	—	1/7	1/7	1/7	—	1/7	—	—	—	—	—
Rennies ...	1/30	1/30	1/30	1/30	1/30	1/30	2/60	2/45	—	1/30	2/60	2/60	—	—
Sparkling Spring ...	—	—	—	—	1/30	1/30	—	—	—	—	2/60	—	—	—
SR tooth-paste ...	2/60	1/30	1/30	2/60	2/60	1/30	1/30	2/60	2/60	1/30	1/30	1/30	—	1/30
Vitalis ...	3/97	3/97	3/97	—	—	—	—	—	—	—	—	—	—	5/150
Wright's coal tar soap ...	1/15	1/15	1/15	—	1/15	1/15	1/15	1/15	—	1/15	1/15	—	—	—

cumulative price changes

AMENDING C & D QUARTERLY PRICE LIST FOR SEPTEMBER 1965

[illegible]

when prescriptions call for INSULINS, supply

WELCOME

• SOLUBLE • LENTE • PROTAMINE ZINC • GLOBIN

BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) LONDON



[illegible]

[illegible]

[illegible]

all (49 AF)	capsules ts4B 20 55 0	13 9	7 4	carded cherry or straight	2 8	—	—	Internal (649 ICI)	ampoules 5mils 5 20 0	0ea	—	30 0
	dp 100 224 0			international, small,	—	—	—		tablets 10mgm 50 10 0	0ea	—	15 0
allxlr bromo-val ts4B	6oz 44 0	11 0	6 1	standard or large flow	4 5	—	7		250 40 0ea	—	—	60 0
	16oz 92 0	23 0	12 8						1000 150 0ea	—	—	225 0
	40oz 196 0	49 0	27 0	soother whistle					40mgm 50 20 0ea	—	—	30 0
	80oz 374 0	93 6	51 6	Griptyn (1349 LW)					250 90 0ea	—	—	135 0
formula 2	6oz 44 0	11 0	6 1	federette	14 6	—	1 11	D	1000 340 0ea	—	—	510 0
sodium gentisate tablets								I	Indiscret (1397 P de LL) existing entries			
	0.5gm 60 131 0		14 3	Grisovin (518 Glaxo)					Indiscret (1397 P de LL)			
	500 914 0		99 1	tablets 250mgm					cologne 1oz 3143 4	10ea	1 2 1/2ea	8 6
sympu pertussis ts4B	4oz 39 0	9 9	5 5	100 52 6ea		70 0			2 1/2oz 3138 10	0ea	2 6ea	17 6
	16oz 92 0	23 0	12 8	1000 490 0ea		653 4			4oz 3124 24	0ea	6 0ea	42 0
	40oz 196 0	49 0	27 0	Grisovin FP (518 Glaxo)					8oz 3126 36	0ea	9 0ea	63 0
bismuth suppositories				tablets 125mgm					perfume 2cc 3001 4	3ea	1 1ea	7 6
denal (971 P5MB)				100 26 3ea		35 0			4cc 3160 7	2ea	1 9 1/2ea	12 6
powder 25gm				1000 245 0ea		326 8			1 1/2oz 3156 10	0ea	2 6ea	17 6
tablets 30mgm 25									1 1/2oz 3049 24	0ea	6 0ea	42 0
60mgm 25				Guanimycin (34 A&H) ts4B					1 1/2oz 3055 36	0ea	9 0ea	63 0
100mgm 25				60 0		7 6			2oz 3061 60	0ea	15 0ea	105 0
denia (1397 P de LL)				Gumtux (347 Dalmas)					talcum 3128 3	8ea	1 1ea	6 6
ber (200 B&P)				20 0		5 0	2 11		Indorm (1352 Wyeth) ts4B			
ber (200 B&P)				250 235		58 9	32 4		capsules 10 35 3			
baby cereals				dp 500 430 0					100 233 0			
oatmeal, rice, mixed and				Gynekoil (922 Ortho)					Ingram (172 BMCL)			
high protein				Intrauterine device					Lanolin Gold lather			
	8oz 14 7		1 6	standard size 5	40 0ea	60 0			shave cream 23 5	5 6 1/2	3 3	
junior foods				small size 5	40 0ea	60 0			Intraflodex (518 Glaxo)			
vegetables and beef, vegetables and				insertion unit 22	8ea	34 0			infusion 540mils 40	0ea	—	53 4
chicken, vegetables and turkey,				uterine sound 32	0ea	48 0			salt-free 540mils 40	0ea	—	53 4
vegetables and lamb, beef and egg				clipping scissors 92	0ea	138 0			Intramycin (938 PD) TS			
noodles with vegetables, vegetables									(vet.) vial 10 mls 6	8ea	—	10 0
and bacon, spaghetti, tomato sauce				Halabar (230 Carnrick) ts4A					30 mls 18	4ea	—	27 6
and beef, chicken noodle dinner,				tablets 100 12 6ea		16 8			75 mls 37	0ea	—	55 6
fruit dessert with tapioca, bananas				Halex (560 Halex)					Intraval (971 P5MB) sodium ts4A			
with pineapple, pears, chocolate				beauty tray E318					ampoules 2.5% 0.5 gm			
flavoured custard pudding, mixed				Caress ladies' hair brush D359					50 700 0		—	87 6
vegetables, carrots				reinforced centre nailbrush D522					Iodomell's P (49 AF)			
	7 1/2oz 12 3		1 3	Major nail brush D534					drops 50mils 128 0	32 0	16 11	
pears and pineapple, peaches				Haliverol (938 PD)					tablets 50 64 0	16 0	8 6	
	7 1/2oz 13 1		1 4	capsules 100 & 1000					Iodex (1153 SKF)			
strained foods				Hall's (1511 IW)					4oz			
beef broth, chicken broth with				wine 88 0		9 3			c.methyl sal. 4oz			
vegetables and cereals, vegetables and				167 0		17 6			Irgapyrin (501 Geigy) ts4B			
beef broth, vegetables and lamb,				200 0		21 0			ampoules with Xylocaine			
vegetables and beef, vegetables and chicken,									3mils 3 66 0	16 6	9 7 1/2	
beef and egg noodles with vegetables,				Harriet Hubbard Ayer (852 Molyneux)					50 80 0ea	20 0ea	140 0	
chicken noodle dinner, macaroni,				creme de nuit					50 88 9ea	22 2ea	155 3 1/2	
tomato, beef and bacon, apple sauce and				aerante		42 0			5mils 5			
apricots with tapioca, pears,				Haze (1037 Reckitt)					5mils 5			
bananas with pineapple, chocolate				standard size 28 3		3 3			Irradex (938 PD)			
flavoured custard pudding, orange				H.E.B. (589 HEB)					1lb 60 0		7 6	
pudding, mixed vegetables, carrots				"O" cream 3oz 42 0	10 6	6 1			2 1/2lb 120 0		15 0	
	4 1/2oz 8 2		10	8oz 75 6	19 0	10 11			Iso-Brovon (859 Moore)			
apple sauce, apple sauce and apricots,				Hemrids (97 Bayer)†					pressurised inhalant and refill			
pears and pineapple				suppositories 6 56 0	14 0	8 2			Isoform (894 Nicholas)			
	4 1/2oz 9 10		1 0	Hepastab (147 Boots) forte all sizes					inhaler aerosol 13 2ea		19 9	
saom (97 Bayer)				Hepivac (49 AF) ts7					refill 12 0ea		18 0	
tanin (917 Organon) ts4B				tablets 50 54 0	13 6	7 6			Isothionaiodine (49 AF) entire entry			
tablets 5mgm 30 14 4ea				Hermesetas (1000 PPL)					Isothionaiodine (49 AF) simple ampoules			
100 45 8ea				tablets 300 35 3		3 11			c vitamin B. 6 69 0	17 3	9 2	
500 193 6ea			290 3	Hexital (922 Ortho) ts4B					6 178 0	44 6	23 6	
ts (509 Gibbs)				tablets 100 56 0		7 0			Jaunty (78 A5&Co) foot spray			
dentifrice 10 7			1 5	dp 500 222 0					Jelosal (713 KH) MC			
ette (514 Gillette)				fixed ring soother 48 0					quartz lamp			
ades super silver (5) 41 0			3 6	latex feed teat (1 gross)					Jergena (261 Christy)			
(20 pkts) (20 pkts)				29 0					hand lotion 302 24 0	6 0	3 3	
silver				(1 gross)					6oz 40 2	10 1	5 6	
tris (478 Fraser)				Homovir (49 AF) ts4B					classic 96 0	24 0	13 9	
tris (227 Erba)				tablets 50 52 0	13 0	7 2			Jertox (1232 T&R)			
ier (78 A5&Co)				Horlicks (621 Horlicks)					fly-killer aerosol 35 3		3 11	
llorah floor				mixer small 15 0	1 6	1 8			aerosol insecticide			
ool (1170 Spencer)				large 30 0	2 11	3 4			Johnsons (672 Johnson)			
ool (346 Dales)				Hormotone (230 Carnrick) ts4B					baby gift new 234 6	48 0 1/2	32 6	
o-Thricil (938 PD)				tablets 100 70 0		7 9			bandages w.o.w. B.P.C.			
llo (664 J5&C)				Hormotone T (230 Carnrick) ts4B					1in x 3yd 2 7		4	
and cream 39 4			5 9	tablets 40 45 0		5 0			1 1/2in x 4yd 4 1		6	
ay (597 HCL) existing entry				Hydra-Kit (1154 S&N) 10 0ea		15 0			2in x 4yd 5 1		8	
ay (597 HCL)				Hydrocortone (837 MSD)					2 1/2in x 4yd 6 1		9	
hair spray 5oz 40 0			5 9	eye drops 3in x 4yd 7 1					3in x 4yd 7 1		10	
	8oz 51 0		7 3	eye ointment 4in x 6yd 13 0					6in x 6yd 19 0		1 7	
	18oz 71 10		9 11	saline suspension 5mils and 1mil x 6					bandages crepe B.P.C.			
puffer 12 0			1 9	Hymosa (887 New Era)					2in 20 6		2 2	
refill 15 6			2 3	perfume Black Beauty					2 1/2in 26 2		2 9	
ina Argentina (1407 Jaccaz)				144 0	36 0	21 0			3in 30 0		3 3	
air fixative tube 32 0			4 8	34 4	8 7	5 0			3 1/2in 34 6		3 9	
jar 62 0			9 3	Hypabeta-20 (837 MSD)					4in 39 1		4 4	
(532 Goya)				Hypaque (97 Bayer)					6in 58 4		6 3	
Cedar Wood				25% bottle 250mils 51 6ea					cotton wool B.P.C.			
deodorant stick 44 8			6 6	Hypotensyl (49 AF)					1/2oz 5 8			
light (1349 LW)				tablets 50 38 0	9 6	5 3			1oz 7 7		11	
feeding bottles narrow neck				250 172 0	43 0	23 8			2oz 12 5		1 5	
high density polythene				Ice Blue (1113 S&B)					4oz 21 8		2 6	
				shave cream lather 26 6	6 7 1/2	3 6			8oz 38 6		4 4	
heat resistant glass complete				Esquire brushless 26 6	6 7 1/2	3 6			16oz 71 6		7 11	
in carton without teat				lclpen V (649 ICI) TS					sterilised 1/2oz		9	
without carton or teat				syrup 30 mls 33 0		4 1 1/2			gauze B.P.C.			
in new clear plastic				60 mls 54 0		6 9			lyd 10 1		1 2	
				tablets 300 mgm 12 82 0		10 3			3yd 22 10		2 9	
others				100 51 0ea		76 6			6yd 42 2		4 8	
carded cherry or straight				500 243 1ea		364 7 1/2			12yd 81 1		9 2	
rattle 4 9				Ilford (645 Ilford)					lint B.P.C.			
	9 9		1 3	film, roll HP4, 127 31 0	8 0	4 6			1/2oz 7 3		10	
				120 31 0	8 0	4 6			1oz 10 10		1 3	
				Impact (1569 SAC)					2oz 18 9		2 4	
				hair spray 6oz 22 6	5 9	3 3			4oz 34 6		3 10	
				8oz 26 6	6 8	3 11			8oz 64 0		7 4	
				16oz 38 0	9 6	5 6			16oz 123 0		13 10	
				18oz 43 0	10 9	6 3			multiple pack dressing			
									No. 1 32 2		3 7	
									No. 2 65 11		—	

[illegible]

Royalty "60 x 30" 3-heat — — 164 0 "55 x 48" 3-heat — — 205 0 dual control — — 375 0 "60 x 50" 3-heat — — 375 0	ette (1110 Schubert) cotton gloves 22 9 2 3 3 st. bismuth brom. conc. (576 PH)† dp 16oz 10 6ea — — 15 9 dp 32oz 20 6ea — — 30 9 dp 80oz 45 0ea — — 67 6 st. bismuth c soda conc. (576 PH) dp 16oz 13 6ea — — 20 3 dp 32oz 26 6ea — — 39 9 dp 80oz 64 0ea — — 96 0	tol (1471 Plough) tol (1524 Chembro) ty (1092 Saga) hair spray aerosol 8oz 38 0 9 6 5 6 crystal clear aerosol 8oz 38 0 9 6 5 6 xtamycin (147 Elanco)TS solution (vet.) 30mils 6 6ea — — 9 9 90mils 18 2ea — — 27 3 gadon (1074 Roche)†s4B syrup 5 mgm/5 mils 100 mils 8 0ea 2 0ea 14 0 500 mils 38 4ea 9 7ea 67 1 tablets 5 mgm 100 22 0ea 5 6ea 38 6 500 88 0ea 22 0ea 154 0	Image (1397 P de LL) notheamin and Amytal (413 Lilly) Pulvules "B" 40, 500 & 5000 rny (862 Morny) talcum 608 — — 6 6 talcum 605 — — — untant (673 JofH) size 2 tube 12 0 3 0 1 9 size 6 tube 24 0 6 0 3 6 icomycin (179 BDH)TS capsules 16 15 0ea — — 22 6 100 90 0ea — — 135 0 guet du Bonheur (1469 Caron) eau de toilette 240 40 0ea 10 0ea 70 0 120 23 0ea 5 9ea 40 0 60 15 9ea 3 11ea 27 6 perfume Caronette 29 0ea 7 3ea 50 0 18 43 0ea 10 9ea 75 0 30 69 0ea 17 3ea 120 0 60 115 0ea 28 9ea 200 0 talcum powder 25 9ea 6 5ea 45 0 ranesin (179 BDH)†s4B ampoules 10% 10mils 6 19 0ea — — 28 6 cil (179 BDH) vaginal paste and applicator colacine (49 AF)†s7 tablets 50 30 0 7 6 4 2 250 110 0 27 6 15 2 lipen (S18 Glaxo) TS vial 10 doses 2 8ea — — 4 0 " (1397 P de LL) existing entries " (1397 P de LL) cologne 1oz 3145 4 10ea 1 2 1/2ea 8 6 2 1/2oz 3140 10 0ea 2 6ea 17 6 4oz 3125 24 0ea 6 0ea 42 0 8oz 3127 36 0ea 9 0ea 63 0 perfume 2cc 3004 4 3ea 1 1ea 7 6 4cc 3162 7 2ea 1 9 1/2ea 12 6 1 1/2oz 3158 10 0ea 2 6ea 17 6 1 1/2oz 3052 24 0ea 6 0ea 42 0 1oz 3058 36 0ea 9 0ea 63 0 2oz 3064 60 0ea 15 0ea 105 0 talcum 3129 3 8ea 11ea 6 6 cisse Noir (1469 Caron) eau de toilette 60 15 9ea 3 11ea 27 6 120 23 0ea 5 9ea 40 0 240 40 0ea 10 0ea 70 0 perfume Caronette 29 0ea 7 3ea 50 0 15 43 0ea 10 9ea 75 0 35 69 0ea 17 3ea 120 0 60 115 0ea 28 9ea 200 0 talcum powder 25 9ea 6 5ea 45 0 perfume 220 — — — cotile (115 Bengue) ampoules 3 and 5mils rodale (1513 Rodale) Extra vitamins 1 month 9 0ea — — 13 6 3 months 25 0ea — — 37 6 Extravite o (1153 SKF) in (1153 SKF) oral 250 mils 75 0ea — — 112 6 piglet medicator 100 mils 16 8ea — — 25 0 suspension 50 mils — — — Cytamen (S18 Glaxo) ampoules 250mcgm 1mil 6 2 9ea — — 3 8 1000mcgm 1mil 6 5 9ea — — 7 8 Hepatex (394 DF) ampoules 2 mils 25 86 8ea — — 115 7 min (S18 Glaxo)TS tablets 20 37 6ea — — 50 0 nthe (459 Ferris) 50mils size	D Nephrol-K (969 Pfizer) tablets Nestle (451 F&J) Colorhue 26 0 6 6 3 9 Nestostyl (115 Bengue) directional nozzle 180 0 — — 20 0 D ovules Netovax (208 BW)VPO vaccine (vet.) 50mils 17 3ea — — 23 0 250mils 83 7 1/2ea — — 111 6 Neulactil (971 PSMB)†s4B solution for injection 1mil 10 12 6ea — — 18 9 syrup 2.5mgm/5mils 125mils 4 8ea — — 7 0 1 litre 32 8ea — — 49 0 forte 10mgm/5mils 125mils 12 6ea — — 18 9 1 litre 88 0ea — — 132 0 tablets 2.5mgm 50 5 0ea — — 7 6 500 43 4ea — — 65 0 10mgm 50 13 4ea — — 20 0 500 116 8ea — — 175 0 New Era (887 New Era) biochemic tissue salts 51 4 12 10 7 6 85 8 21 5 12 6 "Schuessler" cabinet refills 548 8 137 2 80 0 51 4 12 10 7 6 Nice 'n Easy (172 BMCL)† 65 0 16 3 9 6 Nidoxil (922 Ortho)†s4A capsules 20 120 0 — — 15 0 dp 100 480 0 Nighthawk (538 Greebex) night driving glasses 101 104 0 — — 13 0 ladies 102 104 0 — — 13 0 clip on 103 104 0 — — 13 0 Nivemycin (147 Boots)TS tablets 20 37 6ea — — 56 3 D Nole (Weil (960 ADP) Nole (Weil (128 Biometica) Novalkal (49 AF)†s7 tablet 100 119 0 29 9 16 5 N.P.U. 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